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How the MP Plans to Develop New Managers

June 15, 1959

RAILWAY AGE *weekly*

B&O regroups M/W forces to handle 100% mechanization

New Setup

hailed by union and management as 'monumental achievement'

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6. **HIGH SALVAGE VALUE.** The all-hair content does not deteriorate with age; therefore has high salvage value. No other type of insulation offers a comparable saving.

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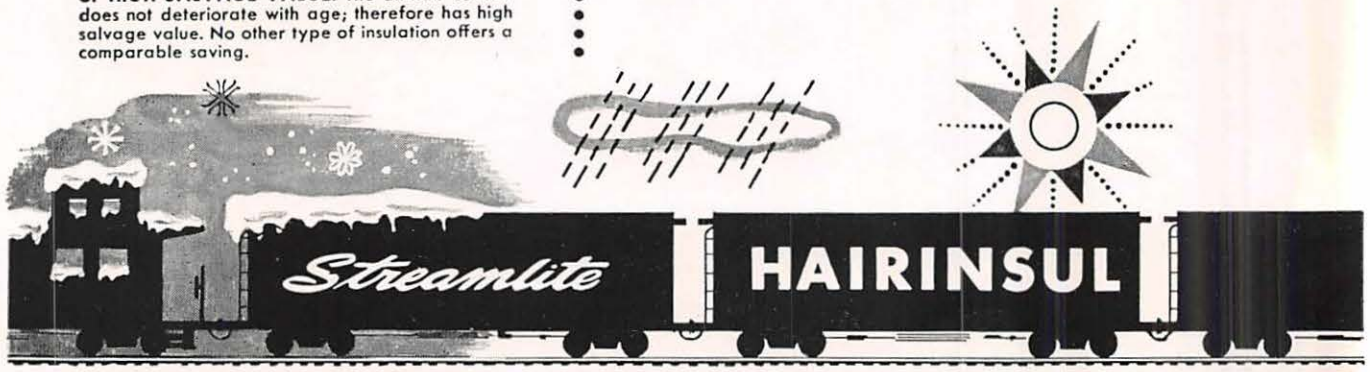

SETS THE STANDARD BY WHICH ALL OTHER REFRIGERATOR CAR INSULATIONS ARE JUDGED

RAILWAY AGE *weekly* June 15, 1959 • Vol. 146, No. 24

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Departments

Current Questions 12
Freight Car Loadings 35
Letters from Readers 30
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The Action Page 42
Watching Washington 10
You Ought to Know 40

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Railway Age, established in 1856, is indexed by the Industrial Arts Index, the Engineering Index Service and the Public Affairs Information Service. Name registered in U.S. Patent Office and Trade Mark Office in Canada.

Published weekly by the Simmons-Boardman Publishing Corporation at 440 Boston Post Road, Orange, Conn. Second-class postage paid at the Post Office at Orange, Conn. James G. Lyne, chairman of the board; Arthur J. McGinnis, president and treasurer; Duane C. Salisbury, executive vice-president; F. A. Clark, vice-president and secrefary; George Dusenbury, vice-president and editorial and promotion director; Robert G. Lewis, Joe W. Kizzia, M. H. Dick, M. J. Figa, R. C. Van Ness, vice-presidents.

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'Fair Break on Taxes' Urged

Railroad equipment purchases will increase substantially if Congress gives the industry "a fair break on taxes," AAR President Daniel P. Loomis declared last week.

Addressing the annual meeting of the AAR's Accounting Division in Cincinnati, Ohio, Mr. Loomis again called on Congress to (1) shorten the depreciable life of rolling stock, (2) permit railroads to establish construction reserve funds on which taxes would be deferred if the money were spent within five years for new facilities. He went on to say:

"In 1955, the last year railroads could qualify for authority to amortize defense-support investments over a five-year period, they ordered 157,407 new freight cars. Such accomplishment could be repeated under similar tax stimulation. The lines have big backlogs of improvement projects on the drawing boards that offer immense payoff possibilities in terms of better service at lower cost. The railroads are ready. Let Congress give us a fair break on taxes—and railroad modernization will leap ahead . . ."

John I. Barnes, comptroller of the Baltimore & Ohio and chairman of the Accounting Division, said that the financial relief granted the industry by the 1958 Transportation Act was more than wiped out by recent legislation increasing railroad retirement and unemployment insurance taxes.

He urged Congress and state legislatures to "take another look" at the railroad situation. Meanwhile, he said, the railroads must continue to find areas in which they can reduce costs.

Paperwork is one such area, said Mr. Barnes.

"Radical changes from the orthodox must be the order of the day. In my opinion, it is absolutely necessary to reduce the number of documents handled by using one original document for multiple purposes."

Mr. Barnes was succeeded as chairman of the Accounting Division by W. G. Hunt, vice president and general auditor, Santa Fe.

More than 500 railroad accounting and financial officers, and guests, attended the division's three-day meeting.

Watching Washington *with Walter Taft*

• **THE ICC WANTS** three changes in the Interstate Commerce Act's Section 13a (1) which contains the 1958 Transportation Act's service-abandonment provisions as they apply to interstate trains. The Commission has advised the Senate's Surface Transportation Subcommittee that railroads should be required to give 40 days' notice of proposed service changes, that the period for which the Commission can suspend such notices should be increased to seven months, and that the burden of proof in these train-off cases should be placed upon the railroads.

PRESENT PROVISIONS require only 30 days notice, and put a four-months limit on the period for which a notice can be suspended. Commissioners have complained that this schedule is too tight, and the Commission's formal recommendation came from Chairman Tuggle at the Senate subcommittee's hearing on bills which would remove all time limits.

BURDEN-OF-PROOF PHASE doesn't seem to have bothered the Commission much, but it advises that all doubt about the matter should be removed. The issue has been raised in several cases by railroads which contended that the burden was on protestants against train-off notices. The Commission dismisses such contentions rather casually, each time saying something to the effect that, regardless of where the burden lies, a regulated carrier is expected to aid in the disposition of proceedings to which it is a party.

RAILROADS OPPOSE any change in the train-off provisions. The AAR was scheduled to take this position at subsequent sessions of the subcommittee's hearing. This was expected to be countered by a presentation from the Railway Labor Executives' Association. RLEA favors the bill, sponsored by Senator Case of New Jersey, which would put service abandonments on the present line-abandonment basis. That would remove all time limits and authorize the Commission to impose labor-protection conditions.

• **MEANWHILE,** the Commission has interpreted Section 13a (2) in a way which will prevent states from delaying railroad appeals on proposals to abandon intrastate services. Section 13a (2) provides that ICC authority may be invoked after an adverse decision by state authority, or if the latter fails to act within 120 days from "presentation" of an abandonment petition.

THE KANSAS COMMISSION sought to have the ICC dismiss a Missouri Pacific petition to discontinue an intrastate train because it was "prematurely" filed. The road came to the ICC when the Kansas commission failed to act within 120 days after receiving its abandonment plea. The state commission delayed hearing the case to accommodate interested parties. It took the position that federal authority could not be invoked prior to its hearing, because that would be the first "presentation" of the case at the state level.

THE ICC RULING, by the Commission's Division 4, rejects these contentions. It holds, in effect, that "filing" and "presentation" are synonymous for the purpose of starting to count the 120 days. Unlike the Section 13a (1) notices in interstate cases, there are no time limits on the ICC in these intrastate cases.

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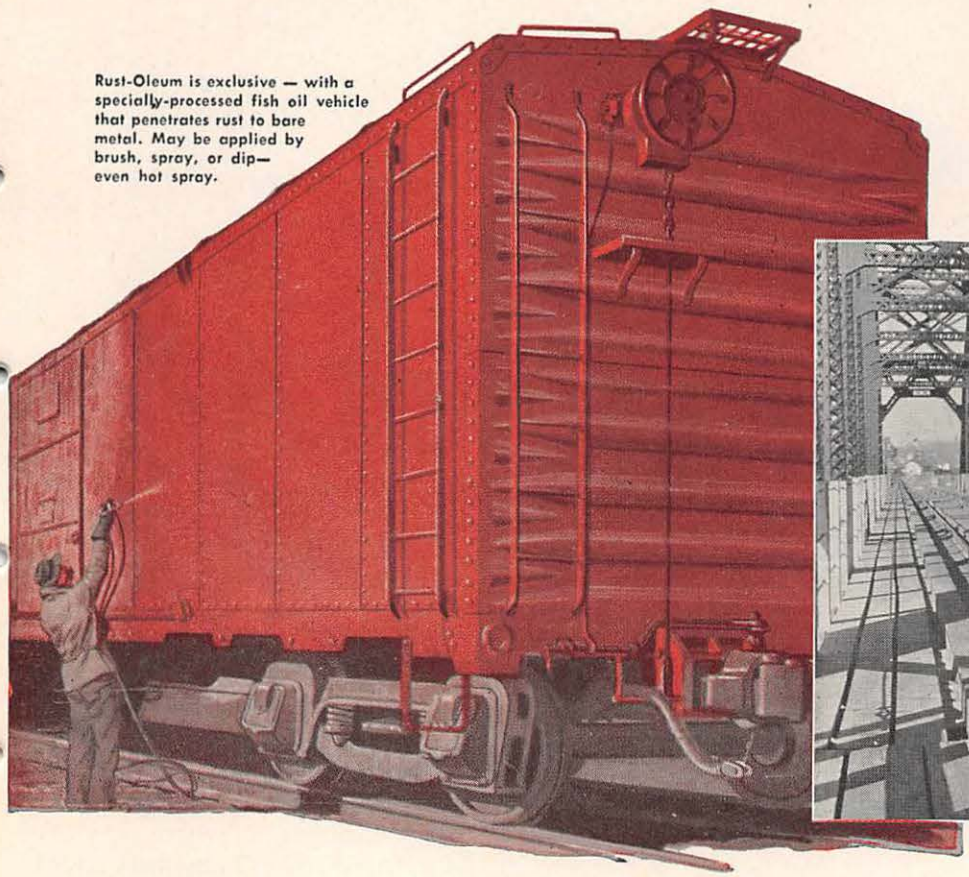

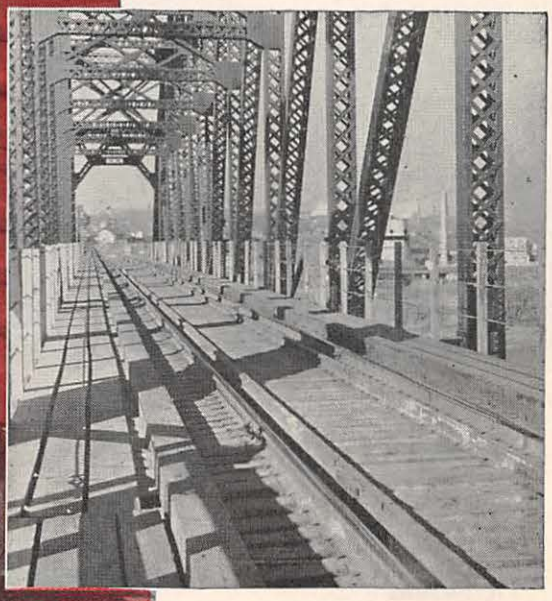

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Consultant,
Railroad Securities
Chicago, Illinois

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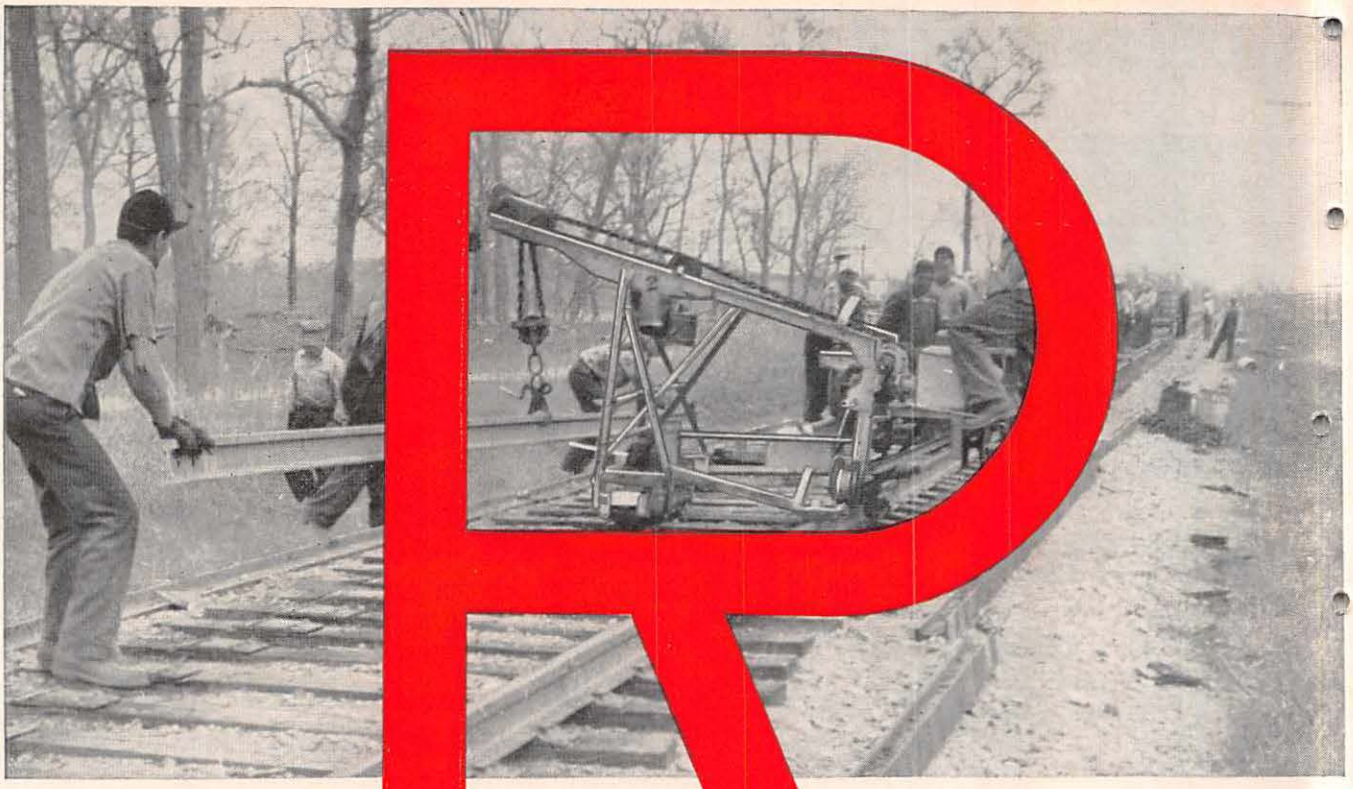

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Prolongs the life of switch points about 4 times; then is reversed and again extends the switch point life for another similar period.

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Cuts right-of-way maintenance costs. One operator with the new, light-weight, Southworth can do the work of eight men using brush hooks or scythes. Extreme maneuverability, "work horse" power, light-weight are important advantages.

Week at a Glance CONT.

Current Statistics

Operating revenue	
4 mos., 1959	$3,246,567,038
4 mos., 1958	2,984,176,169
Operating expenses	
4 mos., 1959	2,561,979,109
4 mos., 1958	2,484,072,291
Taxes	
4 mos., 1959	342,591,970
4 mos., 1958	279,958,086
Net railway operating income	
4 mos., 1959	237,231,017
4 mos., 1958	122,162,247
Net income, estimated	
4 mos., 1959	161,500,000
4 mos., 1958	48,000,000
Average price railroad stocks	
June 9, 1959	106.88
June 10, 1958 ...	76.95
Carloadings revenue freight	
Twenty-two wks., 1959	13,340,378
Twenty-two wks., 1958	11,812,854
Freight cars on order	
May 1, 1959	35,479
May 1, 1958	32,908
Freight cars delivered	
4 mos., 1959	10,964
4 mos., 1958	23,604

•

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Printed at the Wilson H. Lee Co., Orange, Conn.

Short and Significant

The firemen are asking a 14% wage increase . . .

in Section 6 notices served on the railroads June 15. The BLF&E demand follows the general pattern set earlier by four other operating brotherhoods: BLE, ORC&B and SUNA, which asked 12%; and the BRT, which filed for 14%.

Carrier proposals to cut employee wages . . .

were denounced last week by RLEA Chairman George E. Leighty. In remarks prepared for delivery at the Switchmen's convention, he said management "seems clearly bent upon either forcing a strike or directing a lockout on the railroads late this year." He termed the pay cut proposal "fantastic."

Railroads serving New York City . . .

are discouraging commuter travel, BLF&E President H. E. Gilbert charged last week. He said a survey made by railroad employees showed "deliberate disregard for public welfare and comfort" on all New York area commuter roads except the Long Island.

The operating brotherhoods have refused . . .

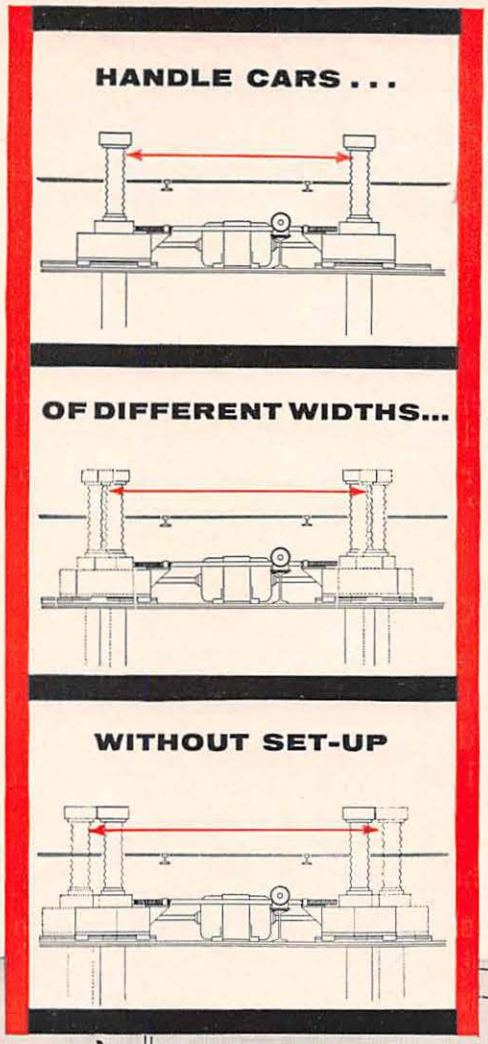
to join management in asking President Eisenhower to appoint a featherbedding study commission. Rejection of the proposal came in a letter to AAR President Daniel P. Loomis. It was signed by Guy L. Brown of the Engineers, J. A. Paddock of the Conductors, H. E. Gilbert of the Firemen, W. P. Kennedy of the Trainmen, W. A. Fleete of the Switchmen.

Average load of carload freight . . .

was 43.5 tons last year—slightly less than 1957's 43.8 tons. Chairman R. E. Clark of the AAR's Car Service Division points out, however, that the decline was caused by a 2,400,000-car decrease in the volume of heavy-loading mineral products rather than by light loading of individual cars. Actually, the average load in the products of mines group was up a half ton—to 60.6 tons, the heaviest on record. New highs were also set in three other groups—products of agriculture, 38.9 tons; animals and products, 15.3 tons; and products of forests, 38 tons.

A six- to eight-week steel strike . . .

is in the offing, editor-economist H. H. Luedicke forecast at the AAR P&S Division's annual meeting. On the basis of past experience, he said, there's no reason to believe the Steelworkers won't get a wage increase. Then "steel prices will again rise, continuing the inflationary spiral." Dr. Luedicke also forecast business activity far below current levels for the third—and possibly the fourth—quarter of 1959.



New Ripjacks put bad-order car repairs on short-order basis

New Whiting Ripjacks set a brisk pace in rip-track operation. They offer new ease of railway car maintenance, less car downtime, lower labor costs. Bad-order cars can often be returned to their own train. Freight reaches consignee quicker—which attracts added freight business.

These brawny, two-speed jacks lift 40 tons apiece . . . raise fully-loaded cars with ease. Dependable electric power elevates them in unison at the touch of a button. A lateral screw moves them in or out—handles cars of different widths.

Whiting Ripjacks can be applied to every rip-track. For speedy journal repairs, they are combined with a lift-beam which enables them to handle fish-belly or other special cars.

NEW BULLETIN RJ-C-100 gives valuable data on Whiting Ripjacks and Trackmobile. Used with ripjacks, Trackmobile assures a fast, continuous flow of cars. Runs on road or rail—positions cars accurately—moves cars within entire blue-flag area swiftly, without delays. Send for Bulletin RJ-C-100 now.

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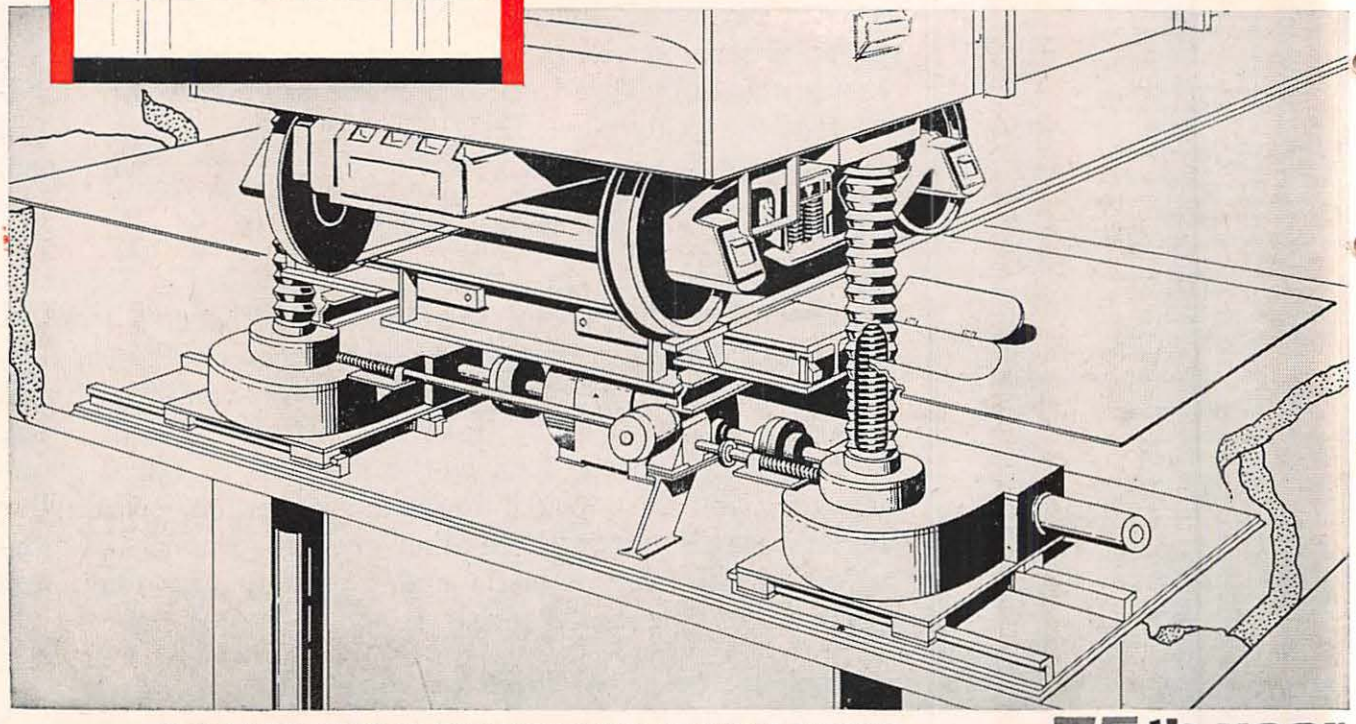

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WHITING

RAILROAD EQUIPMENT

MANUFACTURERS OF CRANES; TRAMBEAM HANDLING SYSTEMS; TRACKMOBILES; FOUNDRY, RAILROAD AND CHEMICAL PROCESSING EQUIPMENT

'Standardize—and Save'

Railroads are paying a stiff price for failing to adopt uniform equipment specifications, says the AAR's P&S Division. It's come up with new recommendations that could save $19,000,000 a year.

► **The Story at a Glance: The railroad industry was sharply reminded last week of the high price it's paying for failing to adopt standard equipment specifications.**

At the annual meeting of the AAR's Purchases and Stores Division in Chicago:

- **The Committee on Simplification and Standardization told the industry how it could save $19,000,000 a year by standardizing certain freight car, trackwork and oil filter specifications.**
- **Illinois Central President Wayne A. Johnston warned that the industry's creeping approach to standardization "is costing money—and of all industries in the U. S. this is one of the last that can afford to waste a single red cent."**

"It is common knowledge that the diversity in parts for freight car construction is costing millions. We also know that there is no good reason in this day and age for more than two score types of rail sections . . . The railroads and their suppliers must learn to apply more fully the advantages of assembly line techniques for the production of the goods we need. The fact that there are hundreds of railroads and hundreds of supply companies complicates the problem but does not make the solution impossible by any means."

With these words, IC President Wayne A. Johnston last week struck at the core of a problem of increasing concern to railroad purchasing and stores officers: the lack of uniform specifications for standard items of railroad equipment.

"I think we cannot entirely escape the accusation leveled against our industry that we are moving too slowly and too cautiously toward standardization," Mr. Johnston told the annual convention of the AAR's P&S Division.

He went on to say: "It is not enough to pound on the table and yell 'standardize' . . . The biggest hurdle in any change is always human nature . . . We fall in love with what we have learned."

Mr. Johnston's remarks dovetailed with a report of the P&S Division's Committee on Simplification and Standardization. The report showed how the industry could save some $19,000,000 a year by adopting uniform standards in car design, trackwork specifications and oil filter specifications and change-out practices.

As an example of the data developed by the committee, it was shown that there are now more than 15 different "standard" car side heights specified for general-purpose 50-ton box cars. And it was pointed out that there exist some 400 different "standard" frog designs for the 90-lb RA rail sections.

The committee's report was the second to come out of a continuing study, initiated last year, designed to show "what it is costing the railroad industry by catering to individual whims and prejudices in the procurement of certain designated items, rather than by mutually agreeing on the adoption of standard products." Last year's report turned up potential savings of $14,000,000 for standardization of rail sections, and $4,000,000 for standardization of box car side frames and bolsters, center sills, etc.

The chairman of the Committee on Simplification and Standardization, F. A. Zimmerman, assistant purchasing agent—equipment, Pennsylvania, point-

(Continued on page 25)

Railway Age Wins 'Best Article' Award

Award for editorial excellence is presented to Railway Age Publisher Robert G. Lewis (left) by G. D. Crain, Jr., publisher of Industrial Marketing. The citation was an Award of Merit, in the Industrial Papers division, "for outstanding single article published during the period ending December 31, 1958." The article cited was "The Trap" (RA, March 24, 1958), a special report on employee working rules which has been credited with helping to spur the railroads into their current campaign against featherbedding. A total of 555 entries were submitted in Industrial Marketing's 21st annual Editorial Achievement Competition.

'Fair Break on Taxes' Urged

Railroad equipment purchases will increase substantially if Congress gives the industry "a fair break on taxes," AAR President Daniel P. Loomis declared last week.

Addressing the annual meeting of the AAR's Accounting Division in Cincinnati, Ohio, Mr. Loomis again called on Congress to (1) shorten the depreciable life of rolling stock, (2) permit railroads to establish construction reserve funds on which taxes would be deferred if the money were spent within five years for new facilities. He went on to say:

"In 1955, the last year railroads could qualify for authority to amortize defense-support investments over a five-year period, they ordered 157,407 new freight cars. Such accomplishment could be repeated under similar tax stimulation. The lines have big backlogs of improvement projects on the drawing boards that offer immense payoff possibilities in terms of better service at lower cost. The railroads are ready. Let Congress give us a fair break on taxes—and railroad modernization will leap ahead . . ."

John I. Barnes, comptroller of the Baltimore & Ohio and chairman of the Accounting Division, said that the financial relief granted the industry by the 1958 Transportation Act was more than wiped out by recent legislation increasing railroad retirement and unemployment insurance taxes.

He urged Congress and state legislatures to "take another look" at the railroad situation. Meanwhile, he said, the railroads must continue to find areas in which they can reduce costs.

Paperwork is one such area, said Mr. Barnes.

"Radical changes from the orthodox must be the order of the day. In my opinion, it is absolutely necessary to reduce the number of documents handled by using one original document for multiple purposes."

Mr. Barnes was succeeded as chairman of the Accounting Division by W. G. Hunt, vice president and general auditor, Santa Fe.

More than 500 railroad accounting and financial officers, and guests, attended the division's three-day meeting.

Watching Washington *with Walter Taft*

• **THE ICC WANTS** three changes in the Interstate Commerce Act's Section 13a (1) which contains the 1958 Transportation Act's service-abandonment provisions as they apply to interstate trains. The Commission has advised the Senate's Surface Transportation Subcommittee that railroads should be required to give 40 days' notice of proposed service changes, that the period for which the Commission can suspend such notices should be increased to seven months, and that the burden of proof in these train-off cases should be placed upon the railroads.

PRESENT PROVISIONS require only 30 days notice, and put a four-months limit on the period for which a notice can be suspended. Commissioners have complained that this schedule is too tight, and the Commission's formal recommendation came from Chairman Tuggle at the Senate subcommittee's hearing on bills which would remove all time limits.

BURDEN-OF-PROOF PHASE doesn't seem to have bothered the Commission much, but it advises that all doubt about the matter should be removed. The issue has been raised in several cases by railroads which contended that the burden was on protestants against train-off notices. The Commission dismisses such contentions rather casually, each time saying something to the effect that, regardless of where the burden lies, a regulated carrier is expected to aid in the disposition of proceedings to which it is a party.

RAILROADS OPPOSE any change in the train-off provisions. The AAR was scheduled to take this position at subsequent sessions of the subcommittee's hearing. This was expected to be countered by a presentation from the Railway Labor Executives' Association. RLEA favors the bill, sponsored by Senator Case of New Jersey, which would put service abandonments on the present line-abandonment basis. That would remove all time limits and authorize the Commission to impose labor-protection conditions.

• **MEANWHILE,** the Commission has interpreted Section 13a (2) in a way which will prevent states from delaying railroad appeals on proposals to abandon intrastate services. Section 13a (2) provides that ICC authority may be invoked after an adverse decision by state authority, or if the latter fails to act within 120 days from "presentation" of an abandonment petition.

THE KANSAS COMMISSION sought to have the ICC dismiss a Missouri Pacific petition to discontinue an intrastate train because it was "prematurely" filed. The road came to the ICC when the Kansas commission failed to act within 120 days after receiving its abandonment plea. The state commission delayed hearing the case to accommodate interested parties. It took the position that federal authority could not be invoked prior to its hearing, because that would be the first "presentation" of the case at the state level.

THE ICC RULING, by the Commission's Division 4, rejects these contentions. It holds, in effect, that "filing" and "presentation" are synonymous for the purpose of starting to count the 120 days. Unlike the Section 13a (1) notices in interstate cases, there are no time limits on the ICC in these intrastate cases.

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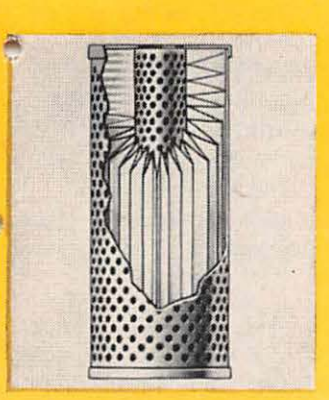


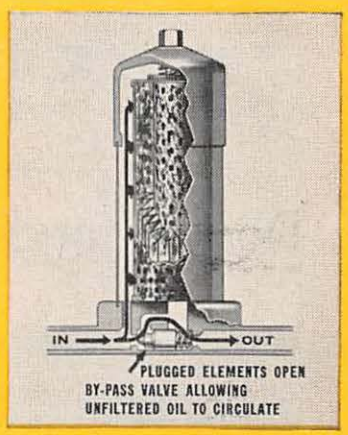
How often should lube oil and filters be changed? The answer is obvious—when the lube oil and filter can no longer do their jobs. But how do you know when that time comes? Can you afford to guess?

Guessing can be costly. The cost of oil changed *more frequently* than necessary adds up to big sums during a work season. *Delayed* oil changes can bring about premature overhauls with more parts replacement costs.

Manufacturer recommendations are based on sound principles. Rapid advancements have been made in perfecting "additive" lube oils that can reduce wear. The familiar ridge left in liners by the piston rings can be practically eliminated by the use of Series III Oils and proper maintenance practices! These oils also allow longer periods between changes.

Full benefit and savings from new oils cannot be had without proper filtering. Caterpillar Engines have an emergency by-pass valve that opens and allows unfiltered oil to circulate if the elements become clogged. And elements become clogged when their dirt-holding capacity is reached. Caterpillar elements have ample dirt-holding capacity to keep the by-pass *closed* over the recommended period.

But aren't the dirt-holding capacities of all makes of filters about the same? To protect the long life reputation of Cat Diesel Engines, Caterpillar continually tests all brands of elements offered for Cat Engines. Below are the *surprising* results, based on tests of filters purchased on the open market during 1957 and 1958. During these tests commercial test dust was gradually added to clean oil until each filter clogged and the emergency by-pass valve opened. The amount of dirt added is recorded in the "Sediment Index" column.



HOW CAT FILTERS COMPARE WITH OTHER BRANDS

Brand	Filtering Area (Square Inches)	Sediment Index (In Grams)	Comparison
CATERPILLAR	1450	75	Used as basis for recommended oil and element change periods.
BRAND A	1450	13	Cat element lasted nearly 6 times longer.
BRAND B	1170	22	Cat element lasted 3 times longer.
BRAND C	1000	34	Cat element lasted more than twice as long.
BRAND D	Not measurable	No oil flow	Opens by-pass immediately even when new.
BRAND E	1450	26	Cat element lasted nearly 3 times longer.

SERVICE TIP: Get your copy of "Crankcase Lubricating Oil Change Recommendations," Form 32421-1W, from your Caterpillar Dealer right away. Keep pace with the new lube oil developments.

Your Caterpillar Dealer has the complete story on the advantages of changing lube oil and filters as recommended. Ask him to figure your oil costs, and see how you can save. He carries your parts inventory too. See him today!

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Measure Rip Tracks by Points?

"In applying today's advanced techniques of making light repairs to system and foreign car equipment, managements are spending many thousands of dollars for spot-system repair tracks, trackmobiles, cranes, pneumatic tools, etc.

"Just how well this investment is performing is a difficult item to measure when consideration is given to the fact that the amount of work required by each car varies considerably, especially in comparison to heavy repair programs where the same operation is performed on each car. Therefore, any system that reports output in 'number of cars' only, reveals little about what was actually accomplished.

"A more useful figure of output might revolve around the idea that 'number of cars' is only one factor, and actual accomplishment would be the sum of this added to the relative complexity of the repair.

"Certainly, it cannot be presupposed that the 'number of cars' has no value at all, because this item involves a certain amount of cost which includes movement of the individual car to the spot, in-date air brake tests, and application of Reflectoscope devices to the journals, all of which are unchargeable, and therefore not directly remunerative to the repairing line.

Would Give Clearer Picture

"Estimating the relative complexity of the repair might be simplified to an arbitrary point system (e.g., assign 4 points for periodic cleaning of air brakes, 3 points for periodic repacking of journal boxes, etc.).

"A summation of points, divided by the number of men assigned to the shift, would more readily reveal the actual output without too much complicated procedure. In this manner, both management and supervision would have a clearer picture of the relative performance of the various rip tracks and shifts."—*Leonard A. McLean, car foreman, Atlantic Coast Line.*

Conducted by George C. Randall, district manager, Car Service Division, retired, this column is a forum for questions railroaders are discussing today. We invite both questions and answers from all levels of responsibilities. We'll pay $10 for questions used.

Will a Point System Measure Rip Tracks Better? was asked by ACL car foreman McLean who sums up his thoughts at the left.

Do Intermediate Shippers Gain From Through Blocking? came from a correspondent who was concerned that shippers from points not served by through freights might get less frequent service. Two railroad operating men here enter a strong dissent.

A new question, **Should Labor Agreements Specify Retirement Age?,** plus new answers to questions already seen, are coming.

Do Intermediate Shippers Gain From Through Blocking?

Beneficial to Branch Lines

" 'Blocking' is a term used to describe the assembly or consolidation of cars for any individual destination, connecting line junction or general destination area. Cars so blocked are moved intact to such location without necessity for reswitching at any intermediate train yard. It is just plain common sense railroading to use some method of 'blocking' to move traffic expeditiously and in an orderly manner. 'Through blocking' denotes long distance movements which avoid intermediate switching at a number of yards. The longer the distance that blocks can be moved intact, the more intermediate switching can be eliminated. This saves time in transit as well as in switching expense.

"Any inference that 'through blocking' may retard movement of traffic to intermediate or branch line points is not correct, because traffic to such destinations is customarily handled in local trains made up at division or subdivision terminals. 'Through blocking' eliminates switching congestion in those terminals and thus contributes substantially to prompt handling of the intermediate or branch line traffic which must be switched there.

" 'Through blocking' does not necessarily mean solid trainloads to the blocked destination area. Instead, a number of blocks may be handled in one train with different blocks to be separated at different terminals. But 'blocking' does permit handling all cars in a 'block' in a single switching move rather than as individual cars.

"For the reasons stated, 'through blocking' not only is not detrimental to the service accorded intermediate or branch line traffic, but actually is beneficial to it by enabling more expeditious handling of such traffic through the terminals where switching is required. Of equal importance is the fact that 'through blocking' reduces the hazard of loss and damage from excessive switching of individual shipments at intermediate yards."—*D. F. Wengert, general manager, Northwestern District, Union Pacific.*

Intermediate Locations Benefit

"Intermediate and branch line locations also benefit from so-called through blocking. While it is true that we have endeavored to provide wherever possible through blocks of long-haul heavy volume traffic, intermediate yards have also benefited by having their traffic included in the through blocks of the nearest major yards. Through blocking has resulted not only in expedited service to the major yards, but to the intermediate yards as well.

"As to your second question—'What can a railroad do in the way of scheduling or checking service to intermediate shippers to make sure the shippers get service comparable in quality to that offered between major terminals?'—each railroad should provide schedule service to every shipper regardless of location. We continually review our existing freight train schedules with a view toward providing the best possible service."—*R. D. Timpany, general manager, Eastern district, New York Central.*

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General Electric, 65 years a major locomotive manufacturer, insists on the best of quality components for its diesel engines. Their new standard line of universal diesel-electric locomotives has been thoroughly proven in railroad use both in the United States and elsewhere throughout the world. And these modern locomotives, powered by Cooper-Bessemer diesel engines, utilize standard precision-built Bendix* fuel injection equipment for high fuel economy and dependability.

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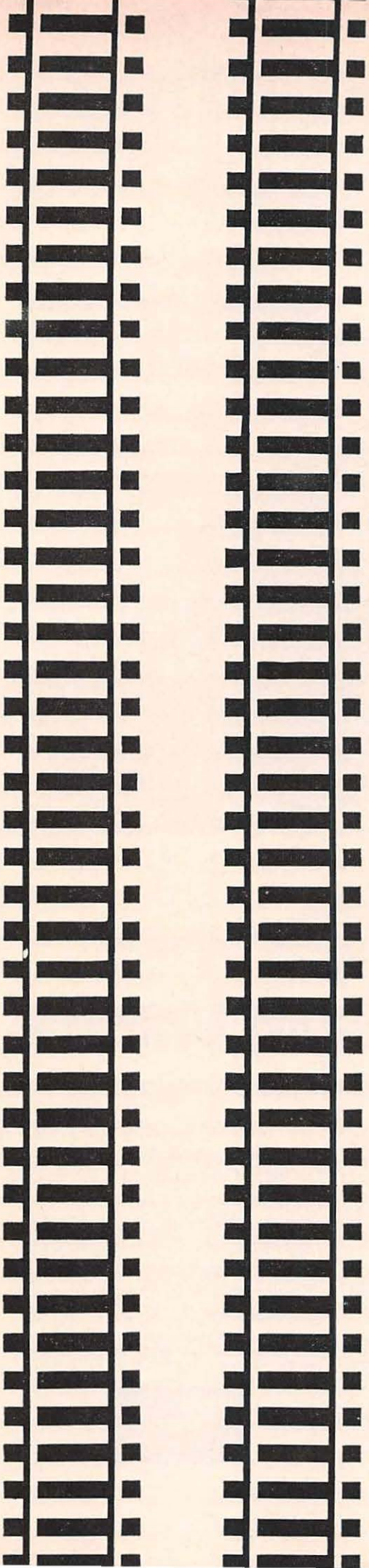

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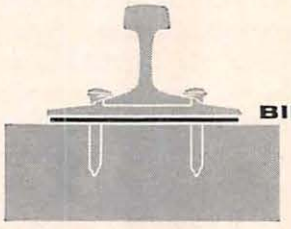

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TRACK FOREMEN AND MEN meet to study rules of new agreement for reassigning track forces. This meeting—at Cumberland, Md.—was one of a series held throughout the Baltimore & Ohio system.

'Monumental Achievement'

New M/W Setup Hailed on B&O

It's not unusual these days for a railroad to reorganize its entire M/W organization to make the most effective use of machines.

But it is unusual when a union-management agreement covering a revised setup is hailed by both sides as a "joint accomplishment of labor and management"—a "monumental achievement."

This is exactly what has happened on the Baltimore & Ohio. The story began last year when the road undertook to map out a program for completely mechanizing its track-maintenance activities. Because the B&O still had in effect the conventional section-gang setup, it was apparent that some sort of force rearrangement would be necessary to permit machinery to be used with maximum efficiency.

Cooperation between the railroad and the Brotherhood of Maintenance of Way Employees began with the adoption of a "pilot program" covering the reassignment of track forces on the Baltimore East End division.

The program consisted of substituting 10 section gangs and 9 extra gangs for 37 section gangs and 4 extra gangs.

With the experience on this division as a guide, the railroad and the brotherhood have now entered into a new agreement covering the rearrangement of track forces on the entire railroad. Under this agreement, the sections were reduced in number from 852 to 199. They will now average from 50 to 60 miles in length on the main line, and 60 to 100 miles on light branch lines and in yards. Extra gangs, on the other hand, will be increased in number from 81 to 204.

The date set for completion of the reorganization and mechanization program is June 16. To implement the program, the road acquired $3½ million of equipment, all under lease (RA, Mar. 16, p. 15). A total of 1,350 units of equipment is involved, including 425 units of track equipment and machinery, 516 units of automotive equipment and 409 units of truck accessories, such as bodies, winches, hoists and flanged-wheel attachments.

The official reaction of the railroad and the union to the new agreement is described in the May issue of the B&O Magazine. A statement therein by W. N. Clay, general chairman of the union, referred to the agreement as representing a "sincere desire on the part of the brotherhood and the management to resolve a mutual problem."

Mr. Clay made these comments about specific features of the pact:

"It places a realistic floor under the number of track crews that are to be employed in the mechanized operation, thus promoting stability of employment. It preserves to a major degree the take-home pay of foremen whose status may have been changed as a result of the mechanization program. It protects the prior seniority rights of all maintenance-of-way employees. It standardizes rates of pay and provides for increase in rates for employees whose duties and responsibilities are increased. In brief, it is a good agreement arrived at in an atmosphere of confidence and good will."

C. R. Riley, chief engineer of the B&O, is quoted as saying the railroad had tried to effect the necessary modernization "with full consideration of the men who make up our M of W forces, and shall continue to do so." He added: "The new agreement providing for rearrangement of these employees was entered into in good faith by both labor and management, and I should like to take this opportunity publicly to express our appreciation to the Brotherhood of Maintenance of Way Employees and its leaders for the understanding and cooperation which they showed throughout our negotiations."

To acquaint the track forces with the new set up, a series of systemwide meetings was arranged, with representatives of the brotherhood and management presiding.

These sessions, said the company's magazine, "illustrate the excellent cooperation between labor and management which has prevailed in the inauguration of this program."

How the MP Plans to Develop Managers

The road is about to launch the second phase of a program designed to provide it with future officers. The new in-service training plan is expected to offer a potent argument for career railroading. It involves duty in 10 departments.

► **The Story at a Glance: Missouri Pacific doesn't want to leave its future leadership to chance. Advanced education off the job and broader transportation training on the job, the road hopes, will provide the competent manpower needed to fill upcoming vacancies in supervisory and top-level positions.**

The MP's first move (last fall) provided tuition advances and payments for employees and officers taking courses in job-related subjects. Now the road is planning to launch a broad 24-month in-service training program designed to feed 10 to 12 outstanding college graduates into the managerial manpower pool each year.

Duty tours in 10 different departments should give the road a crop of junior executives familiar, to a degree, with all phases of railroad operations, from accounting and law to locomotives and sales.

Like many another railroad, Missouri Pacific faces a problem in getting, training and keeping replacements for top and middle echelon officers nearing retirement age.

Under normal circumstances, competition for the "bright young men" is intense. Many of the more promising college graduates tend to shrug off careers in railroading. Salaries, they say, are far better in other industries. Opportunity in railroading is strictly limited. And besides, isn't the iron horse at the glue factory stage?

MP's new in-service training program may provide a potent argument in favor of career railroading. H. S. Holland, Jr., the road's director of employment practices, explains the program and its potential this way:

"The purpose . . . is to provide our organization with a continuing input of high calibre manpower with potential for development into responsible company officers, capable of meeting our future needs for management and executive replacements. The age level of our present staff insures excellent career opportunities for men of superior ability."

The program will start with a class of 10 to 12 young men—transportation trainees—to be chosen by a committee of company officers representing the various departments. The basic educational requirement for applicants will be a bachelor's or master's degree. In "exceptional cases" the MP will consider candidates with two years of college plus actual significant experience in the transportation industry.

The selection committee will review each applicant's

- Interest—they'll be expected to possess "a strong interest in transportation and railroading as a career and to demonstrate a reasonable knowledge of matters relating to the industry."
- Academic achievement—MP will require an above-average scholastic record and a satisfactory score in a pre-employment test battery.
- Leadership potential—prospective trainees should show a record of participation and leadership in extra-curricular school activities, or a background of leadership achievement in the armed services or in previous civilian employment.

The "interest" factor will be an important one. The MP won't benefit if the persons it trains don't stay with the company. The road isn't so ivory-towered as to expect no attrition whatsoever—but it's hoping to hold the loss to 25%, retaining at least nine future executives out of any class of a dozen men.

Mr. Holland emphasized that the new program will not appreciably reduce the promotion opportunities of present employees, for whom traditional avenues of advancement will still be open. Even if it's 100% successful, the trainee program will provide less than 15% of Missouri Pacific's needs for new supervisory and technical personnel over the next five to ten years.

Although it's intended primarily as a means of bringing outstanding new men into the organization, the program will also be open to a limited number of highly qualified applicants from the ranks of Missouri Pacific employees.

The railroad prefers to leave the training schedule flexible, to meet the needs of trainees or departments.

Trainees will work a 40-hour week and "will be expected to devote considerable additional time to the study of railroad subjects and to writing reports of their activities." They'll also be expected to work any shift or trick, on assignment from departmental officers.

Each trainee's performance will be reviewed every six months, or at the end of his stay with a department or major sub-division (even more often, if necessary). Trainees making better than satisfactory progress will get periodic salary increases. Trainees making unsatisfactory progress will be advised to withdraw.

The college men will be hired in fully "excepted" positions, will receive all benefits and be subject to all rules regularly applicable to other excepted employees. Starting salaries will range from $425 per month for a trainee with bachelor's degree in a non-technical field, to $450 for a man with a technical degree, and $475 for a trainee with a master's degree. Trainees will also receive an allowance for living expenses when they're assigned to work away from their normal bases.

After completing the 24-month course, trainees will be assigned to supervisory, technical or staff positions with MP or a subsidiary, depending upon: ability demonstrated by the trainee; his job preference; and requests or recommendations by departmental officers.

The program doesn't carry with it any job guarantee to men completing training—but Mr. Holland thinks it unlikely the MP will run short of positions for the graduates.

In connection with its development program, the road has surveyed colleges and universities to develop sources of trainees with education and interest in transportation. The result: a recommendation that recruiting visits be made to some 10 universities in MP territory and to about a half dozen others scattered throughout the country.

The in-service program is being started after an encouraging six months' experience with aid to employees and officers in formal education courses off

(*Continued on page 34*)

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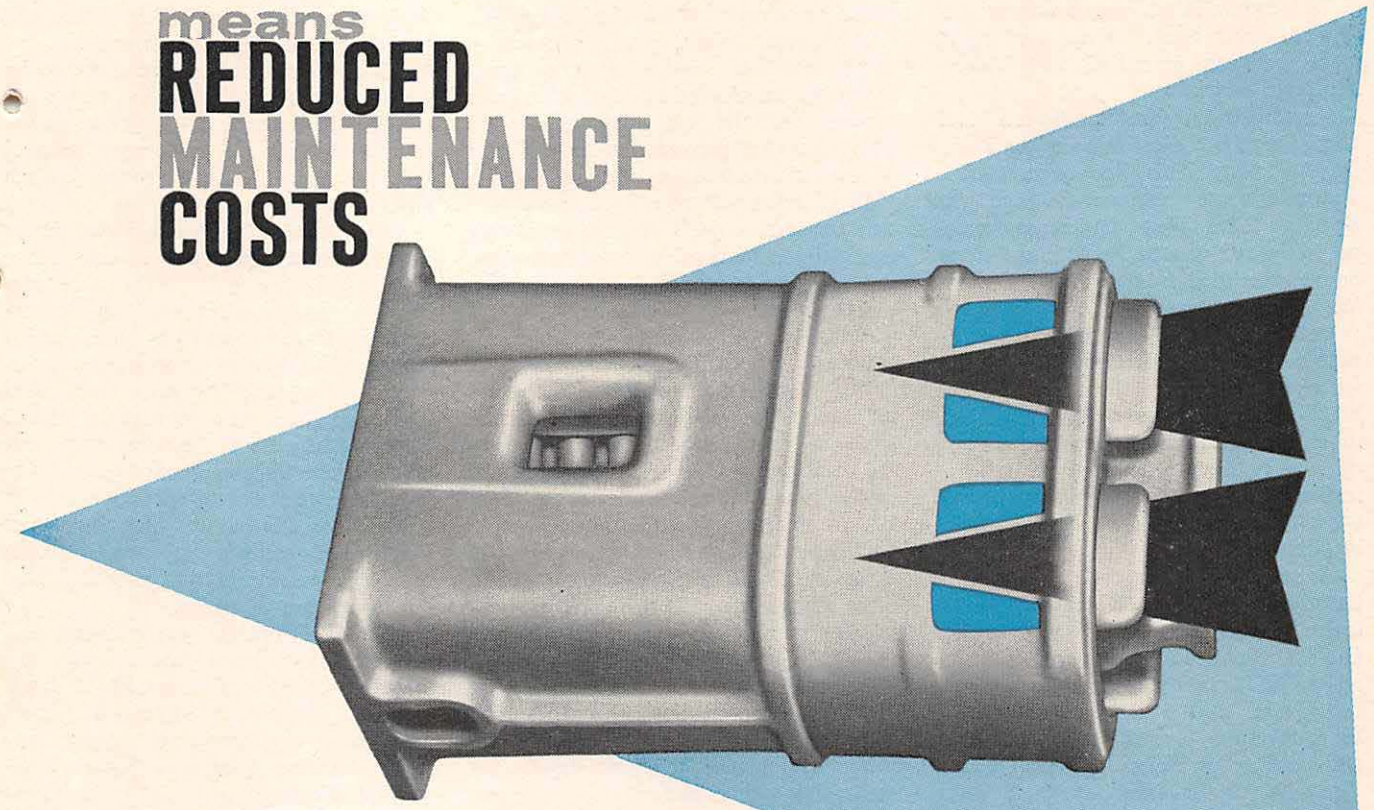
means REDUCED MAINTENANCE COSTS



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Q's Modified CTC Cuts Costs

A modified form of centralized traffic control, designed to reduce first costs in proportion to requirements of comparatively light traffic, has been developed and installed extensively on the Burlington.

The road's latest installation of this type of CTC is on 79 miles of single track between Hannibal and Macon, Mo., via Mark.

Scheduled daily traffic between Mark and Macon includes 4 passenger and 8 freight trains. This line is part of a 466-mile route between Chicago and Kansas City. Fast passenger trains make the run in 8 hr, including 9 stops. Some scheduled freights make it in 12 hr.

Previously, the Burlington had a 29-mile cut-off from Hannibal to Palmyra for use by trains on the route between St. Louis and Kansas City, via Hannibal. Future maintenance of this cut-off was not justified by the volume of traffic. To abandon this cut-off, several track changes were made and CTC was installed.

A new wye connection was built from Falk to North River for use by trains between St. Louis and Kansas City. The new layout at Falk includes an 8,060-ft siding with switches and crossovers, so the siding can be used by trains on either route, i.e., Hannibal-Kansas City or Hannibal-West Quincy. The new 9,000-ft siding at North River can be used by trains of the Hannibal-Kansas City route or the West Quincy-Kansas City route.

Mark and Hannibal are included in the new CTC. As part of the project, the previous automatic block signaling from Mark through Palmyra to Macon, 65 miles, and Hannibal to Mark, 14 miles, was replaced by modified CTC.

Automatic block gives protection, but necessitates continued use of timetable and train orders to authorize train movements. On the other hand, the Burlington has proved that the practice of authorizing train movements by signal indication, in centralized traffic control territories, is a means of saving train time, increasing track capacity, improving safety, and reducing operating expenses.

Thus, for the Hannibal-Macon territory, the objective was to adopt a form of CTC, modified according to the requirements for medium volume of traffic; and, by this modification to reduce the equipment required. The cost would be not much more than for a complete system of conventional automatic block.

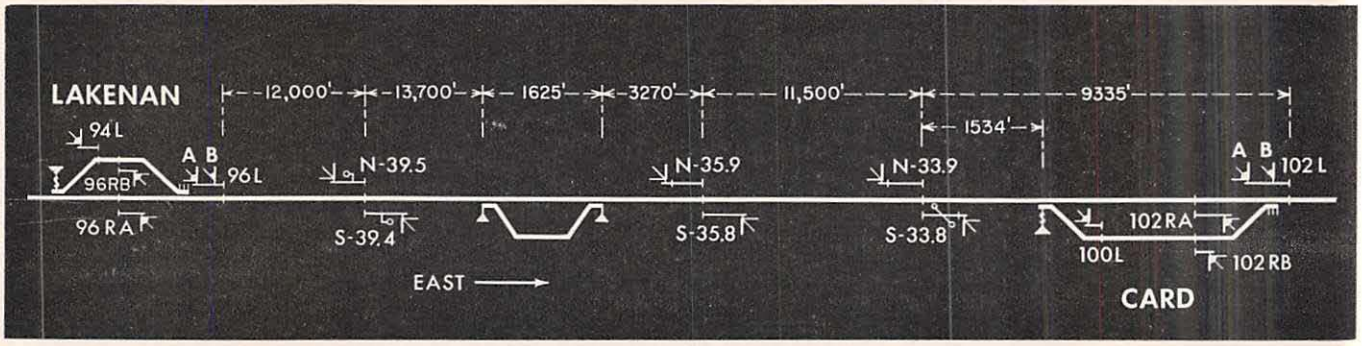
Compared with conventional CTC, which includes a power switch and three signals at each end of every siding, the modified system, as installed on the Burlington, has a power switch at only one end of each siding. A spring switch is used at the other end. The layout at the power switch includes the usual arrangement of three signals. At the spring switch end, there is a leave-siding signal and a special take-siding aspect on an intermediate signal.

One advantage of this modified arrangement is that all controls for an entire siding can be handled by one field coding station. Considered as a whole, such an installation reduces the cost, at sidings, about 35%, compared with the expense of a power switch and complete signaling at both ends.

All train movements are directed by signal indication. Ordinarily, trains are directed to enter a siding at the power switch end in the customary manner and to depart at the spring switch end.

Other factors being equal, the power switch is at the east end of one siding and at the west end of the next one. Where grades are involved, this placement is on the basis that loaded trains in the direction of preponderance of traffic are to hold the main track, and lose very little time in making meets. Representatives of the operating, engineering and signal departments study conditions in the field and cooperate in determining the end at which the power switch and spring switch are to be located at each siding, to fit in with grades and operation of trains.

This CTC project was planned and installed by railroad forces under the direction of A. L. Essman, chief signal engineer. The major items of signal equipment were furnished by two companies—Union Switch & Signal Division of Westinghouse Air Brake Company, and General Railway Signal Company.



An Aspect That Eliminates a Signal

The signaling is arranged for a train to enter a siding at the spring switch end if the dispatcher decides that train time can thus be saved. This is accomplished by adding an aspect to an intermediate signal. When the dispatcher decides that an eastbound train is to enter the spring switch end of the siding he sends out a control code that causes eastward signal S-33.8 to display an aspect of "red over two lunar lights." These lights are 3 ft apart at an angle of 45 deg, mounted on the signal mast. The next signal in approach, S-35.8, displays the approach aspect "yellow." These aspects direct an eastbound train to pass signal S-33.8 and stop just short of the switch at the west end of Card siding. Then a member of the crew operates the lever of the hand-throw stand to reverse the switch so the train can enter the siding. After the train has entered the siding, he restores the switch to normal, thus completing the move. Insofar as opposing trains are concerned, the overall siding-to-siding block is from power switch to power switch, as, for example, from westward signal 102L at Card to westward signal 96L at Lakenan. Intermediate signals permit trains of the same direction to follow in the same overall siding-to-siding block. Signal S-33.8 is so located that the distance from it to signal 102L is approximately two miles.

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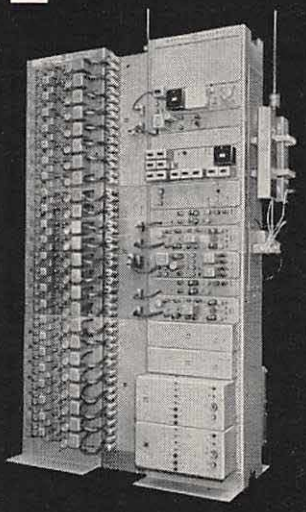

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6 kmc
time division
frequency division
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By adding 6 KMC equipment to its 2 KMC line, General Electric now offers the first and only complete line of microwave in the industry.

Proved Reliability

General Electric microwave equipment has earned an outstanding reputation for dependability. Southern Colorado Power Company, for example, enjoyed a reliability factor of 99.99 percent in 18,360 hours of operation using General Electric 2 KMC equipment. This same reliability is engineered and built into the new 6 KMC product.

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Microwave systems designers now have a wider choice than ever before *from one unbiased source.* They not only can choose between 2 and 6 KMC equipment, but also between time and frequency division multiplexing. Thus systems planners can pick the exact product or combination of products to suit their needs, providing from one to 120 voice channels for communication or control.

For complete information on General Electric microwave, contact your G-E communications consultant, listed under "Radio Communication Equipment" in the Yellow Pages. Or write General Electric Company, Communication Products Dept., 3469-13, Mountain View Road, Lynchburg, Va.

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Senate Group Hears Incentive,

► **The Story at a Glance: Incentive or penalty per diem remains a controversial issue within the railroad industry—despite the AAR's move to restudy the matter with a view to evolving an industry policy.**

This was pointed up at last week's hearing on Senate bills which would give the ICC power to raise car-rental rates to promote building up the freight fleet and to stimulate more efficient use of equipment.

The AAR wants the proposed legislation deferred until its newly-appointed committee of presidents makes a report. The American Short Line Railroad Association, and several of the large "debit" roads, want no legislation at any time, while roads advocating a higher per diem rate than the present $2.75 want an "incentive" bill passed without delay.

The ICC favors both "incentive" and "penalty" legislation.

The new airing of the railroad industry's per diem fight came in Washington last week at hearings before the Subcommittee on Freight Car Shortages of the Senate Committee on Interstate and Foreign Commerce.

The hearing dealt with three bills—S.1789, S.1811 and S.1812. The latter two would carry out ICC recommendations that it be authorized to consider the earning power of freight cars in fixing per diem rates, and that it be empowered to increase those rates to expedite freight car movements. S.1789 would give the Commission an alternative in setting the per diem rate, allowing the rate to be based on car-ownership costs or value in use.

The official ICC position, as stated by Chairman Tuggle, favors enactment of S.1811 and S.1812, but Mr. Tuggle also said the Commission does not oppose enactment of S.1789. The latter is the bill favored by a group of 14 "high-per-diem" roads which expressed disagreement with the AAR view that legislation should be deferred until the AAR committee reports.

Members of the six-man AAR committee include presidents of two companies in this 14-road group—H. C. Murphy of the Burlington and Wayne A. Johnston of the Illinois Central. Other members of the committee are Chairman B. W. Heineman of the Chicago & North Western, and Presidents W. T. Rice of the Atlantic Coast Line, H. E. Simpson of the Baltimore & Ohio and J. M. Symes of the Pennsylvania.

Mr. Symes was at the hearing with a presentation opposing the bills. He spoke for the PRR and 23 other roads which, he said, own 47.51% of the railroad freight-car fleet. Also on this side of the argument were Presidents Patrick B. McGinnis of the Boston & Maine and J. M. Hood of the Short Line Association. The AAR was represented by its general attorney—Harry J. Breithaupt, Jr. The 14-road group favoring S.1789 was represented by Eldon Martin, vice-president and general counsel of the Burlington.

Other presentations favoring legislation came from two Santa Fe officers —R. S. Outlaw, general solicitor, and D. A. Baumgartner, general superintendent of transportation. A statement registering the New Haven's opposition was made by its executive vice-president—C. C. Shannon. Senators and congressmen getting complaints about car shortages were also on hand to ask that the committee do something.

ICC Chairman Tuggle said the legislation was needed because car ownership has declined despite the Commission's resort "to every means at its command" to cope with the problem. "If the advantages of renting equipment could be made less attractive during times of car shortage, there would be a greater willingness on the part of every railroad to make its just and equitable contribution to the national car fleet," Mr. Tuggle argued.

New Ownership Formula?

He recalled that the Commission's 1947 undertaking to impose a penalty per diem rate was thwarted by the courts. One of the bills, S.1812, would overcome the effect of that decision, the chairman explained.

If that bill were enacted, the Commission's first step would be to determine the extent to which railroads, individually and collectively, are deficient in car ownership. This determination would result in adoption of an ownership formula, and the Commission, as Mr. Tuggle put it, "would then be in a position to influence deficit car ownership railroads to increase their ownership to the prescribed level within a reasonable time or suffer penalty per diem charges in the event of another car shortage."

As to S.1811, the "incentive" bill, Mr. Tuggle said its provisions would be of "substantial assistance to the Commission in alleviating car shortages." He explained that the bill would provide the Commission "with a means of eliminating the owner's loss, the user's gain, and providing an incentive for increased car ownership."

President Hood of the Short Line Association relied on the 1947 court decision to emphasize his own view that the ICC already possesses adequate power to deal with car shortages, having "very wide authority" to promulgate rules for the distribution and movement of cars.

Bankruptcy Feared

Mr. Hood suggested that this authority can be exercised promptly to meet an emergency situation. He went on to say that Commission exercise of authority proposed in the bills might involve delays beyond the time when action would be effective.

The Short Line Association president also warned that, if the per diem rate were increased by any substantial amount, the result could be bankruptcy of many terminal lines. A like note of warning was sounded later by President McGinnis of the B&M.

Mr. Hood devoted much of his statement to an explanation of car-service problems on terminal lines. He also endorsed the AAR's ownership formula which he summarized this way: Each road should own the cars of each type which it needs, under normal turn-around conditions, to provide for the loading offered on its line —less the number of cars of each type which are made empty on its line.

PRR President Symes' idea of a "sound formula" was about the same, except that he added this: Additionally, each railroad ownership should be sufficient to protect the short-line railroads dependent upon them for car supply.

Another formula was preferred by Vice-President Martin of the Burlington. He adopted what the ICC "has said," i.e., that each road should own the cars it would need if all lading were transferred at junction points.

Meanwhile, Mr. Hood told the subcommittee that "all of us in the business "know well" that car surpluses and shortages are "grossly exaggerated." He explained how yardmasters and division superintendents try to avoid having surplus cars to store, and how, in times of shortage, shippers inflate orders and local railroad officers take care of regular shippers, not worrying much about reporting cars made empty because the regular customers might need them within a day or so.

Penalty Per Diem Arguments

Mr. Breithaupt's statement for the AAR recalled that the association has previously opposed bills like those before the subcommittee. He went on to emphasize that the per diem problem has long been one of the industry's "vexations and controversial" issues. He added that the board of directors' decision to appoint the six-man committee was based on recognition of the "need and obligation of the railroads to compose their differences, if at all possible, and to come forward as an industry with an industry proposal for a satisfactory solution of the car supply problem insofar as the resources of the industry permit satisfactory solution."

The association's general attorney then made his request that any legislation be delayed until the committee makes its report. And while before the subcommittee he seized the opportunity to discuss the "one fundamental cause" of the diminishing car supply—"the lack of money to finance new purchases and to maintain full-scale repair programs."

Among many factors which account for this situation, Mr. Breithaupt listed these: subsidies to railroad competitors; inequities of regulation as between railroads and her competitors; continuation of the 10% tax on fares; the ever-increasing financial burden imposed by Congress in legislation liberalizing benefit provisions of the Railroad Retirement and Unemployment Insurance acts; and the "unrealistic" policy as to depreciation of railroad plant and equipment for federal tax purposes. Proposed legislation to cure some of these ills is now before Congress, Mr. Breithaupt pointed out.

Symes States Opposition

In his statement opposing all three bills, President Symes of the PRR said the per diem rate should cover the full cost of car ownership—"no more or no less." He conceded that car shortages cause some misuse of equipment, but insisted that an incentive for car ownership could not and should not come from an "unduly high" per diem rate.

Mr. Symes believes this so strongly that he is satisfied to sacrifice any additional rental which might accrue to the PRR if it becomes a "credit" road —as he thinks it might when its program for acquisition of 23,500 new cars is completed.

Discussing problems of the terminating roads, Mr. Symes said that to assess upon them a per diem charge in excess of ownership costs would be to "unjustly" charge them for conditions which are beyond their control. He identified the basic cause of the car-supply problem as the inability of many railroads to obtain funds to finance equipment purchases.

"What is needed is a new reservoir of capital," the PRR president added. He proceeded to urge favorable Congressional consideration of the government financing plan which he proposed and which has become known as the Symes plan.

It proposes the establishment of a federal equipment agency to buy railroad cars and locomotives for lease to the railroads. The agency would have initial capital of $500 million and the right to borrow $2 billion more. "In my judgment this program would meet the real equipment problem of the railroad industry," Mr. Symes said.

President McGinnis of the B&M subscribed to Mr. Symes' statement, including its advocacy of the Symes plan. As to giving the ICC more per diem power, the B&M president, like President Hood of the Short Line Association, suggested that the Commission now has all the car-service powers it needs.

If the Commission wants a "pool of idle surplus cars, why doesn't it require its creation by direct order?" Mr. McGinnis asked. He also said he favors sliding-scale per diem charges, varying with the age of cars.

What he considers inefficient use of cars, as a result of the shipper's right to route LCL freight, was another matter discussed by the B&M president. He said the equivalent of 100,000 box cars could be added to the fleet if this right were taken from shippers.

'Trucks Take the Cream'

Mr. McGinnis defended his proposal by pointing out that shippers have no rights to route express shipments or parcel post. While he does not think there would be much shipper opposition to his proposal, he said that the railroads, "as usual," are not in agreement about it. He added:

"We're getting nothing for the junk anyhow. The trucks are taking the cream while box cars wait around to get a step ladder from here and a washing machine from there that nobody wants."

The B&M president also expressed his views that the railroad industry "should devote some intelligence" to solving its problems, and stop "trying to solve them before legislative tribunals."

Vice-President Martin of the Burlington said the 14 roads he represents are owners of about one-fourth of the railroad-owned freight cars, including almost one-third of the box cars. In favoring S.1789, they would not oppose the other incentive bill, S.1811, as a possible alternative, but they take no position on S.1812, the penalty bill.

While he didn't want to get deeply into specific figures, Mr. Martin did say that his group was thinking of a per diem rate of about $3.50—not $18 or $20. He conceded, however, that charges on the latter levels might come in times of emergency if S.1812 were enacted.

The Burlington vice-president finds the cause of car shortages in the per diem rate. That rental charge has not been high enough "to induce anyone to put money into freight cars if it can be avoided."

He likened the situation to that prevailing during periods of rent control, when there was no incentive to invest in housing. The end of controls, as he put it, "brought a surge of home building." And he predicted that a higher per diem rate would bring a "similar surge" in freight car building.

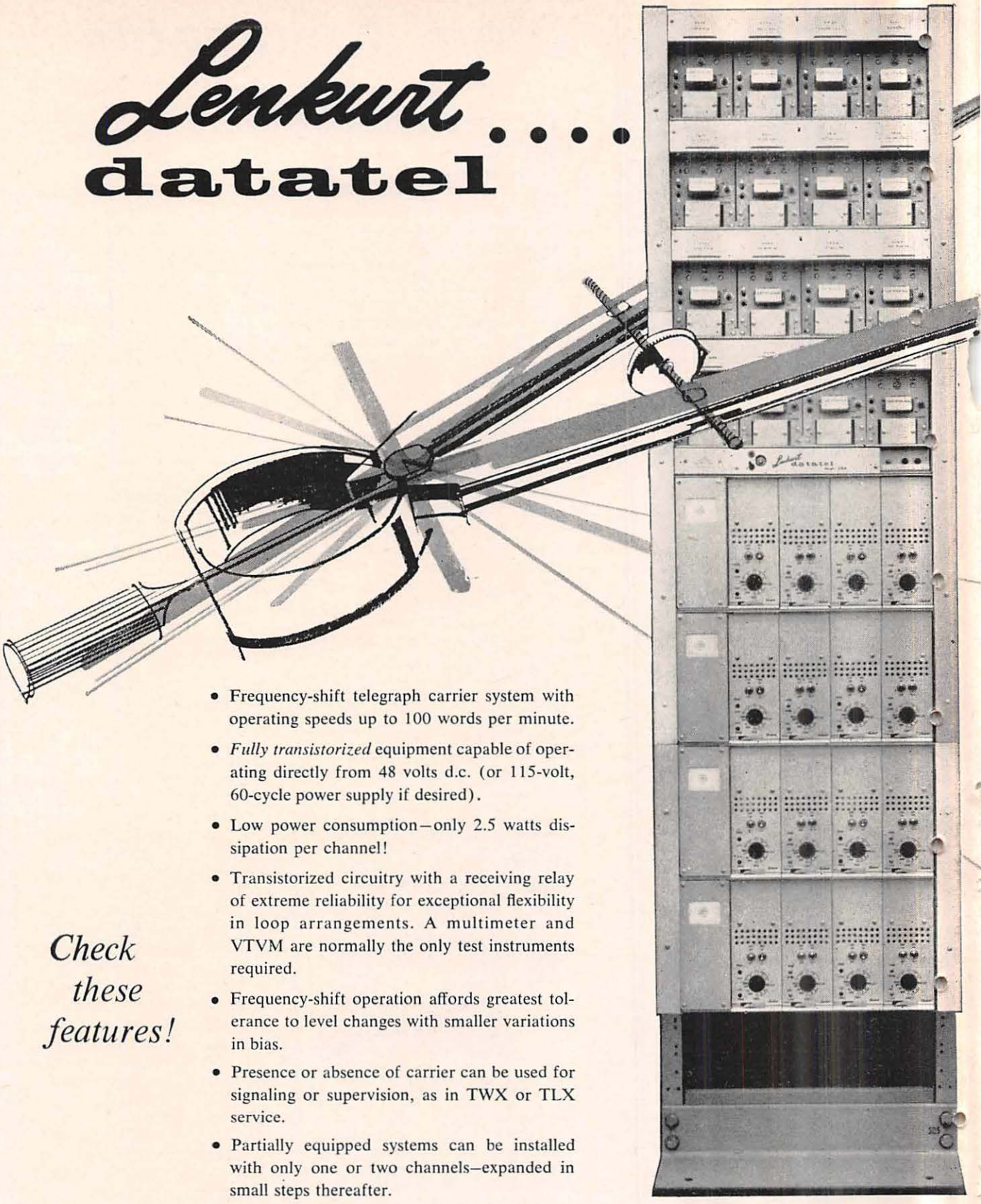
"Put a profit motive in freight car

(Continued on page 39)

TV for the WM

Eastbound trains rolling into Western Maryland's Hagerstown, Md., yard are now being televised. Cameras focused on the south side of the track view the sides of cars, picking up the initials and numbers. A yard office clerk watches the train on his TV screen, and reads the initials and numbers into a disc recorder. The recorder check list is later transcribed and used to prepare the switch list.

Lenkurt.... datatel



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- Low power consumption—only 2.5 watts dissipation per channel!
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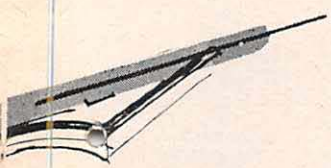

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AE-Lenkurt is equipped to handle *all* your communication needs—from planning and installation to equipment and supplies. *There's never need to look elsewhere.*

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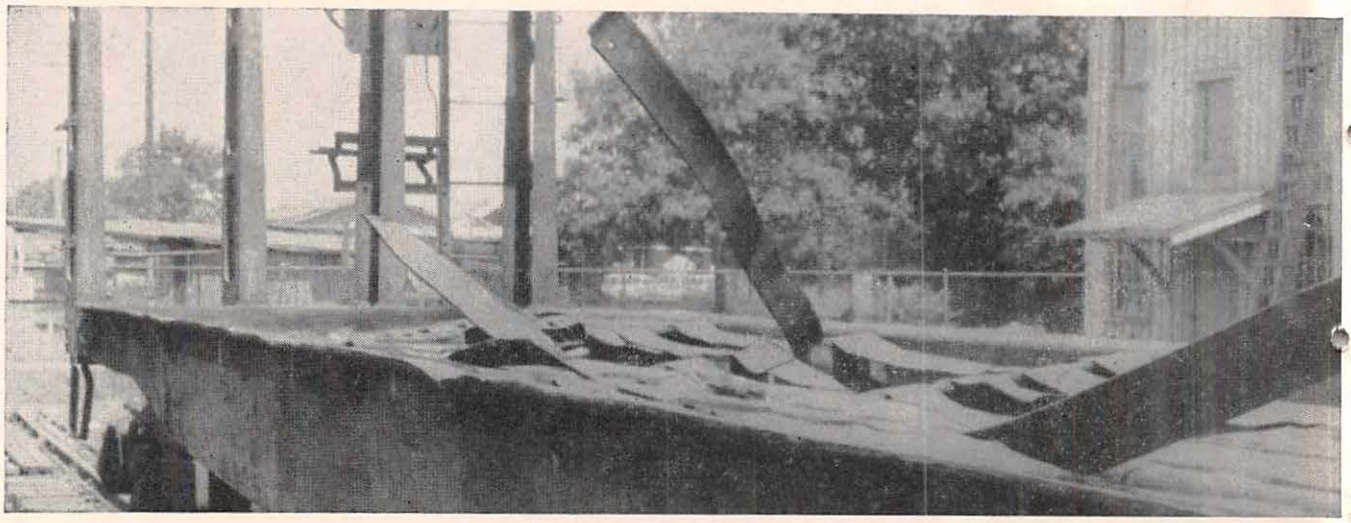
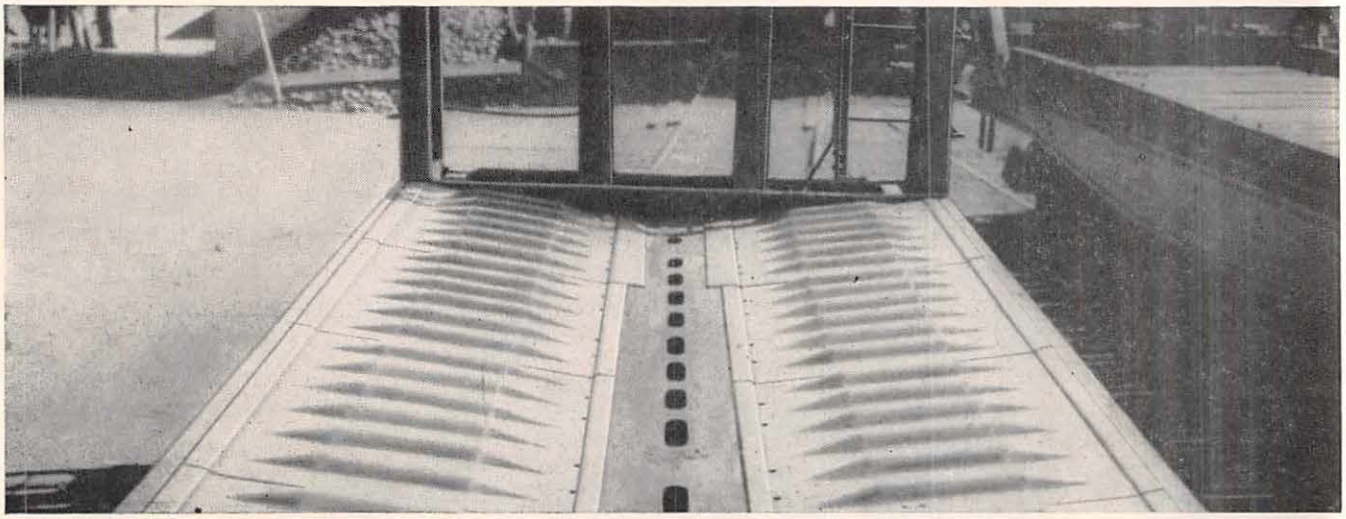
Here's **STANDARD'S** *responsibility to the railroads at work...*



Standard's new Pulpwood Deck *prevents* this ↑



Corrugated Floor is 3 Times stronger than Flat Plate — designed to withstand incessant beatings!

Here's a Pulpwood Deck specifically designed to take the twisting, tearing, banging impacts of "orange peel" unloading devices—and come back for more. Standard's new Corrugated Floor, three times stronger than flat plate of similar thickness, keeps cars in service longer . . . cuts maintenance and replacement costs. The corrugations add stiffness and rigidity to the floor. And the flooring comes pre-fabricated to your specifications for easy handling and immediate assembly to your underframes.

Your Standard representative has full details on new, tough, economical Corrugated Floor . . . tailored for your immediate use.

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ed out that "standardization would help the railroads reduce their inventory of fabricated parts and at the same time match delivery dates as closely as possible to anticipated dates of installation. Moreover, in extreme emergencies, neighboring railroads would be able to borrow interchangeable parts from each other. This is impossible with present standards."

At the opening session, the group was addressed by O. O. Albritton, division chairman and vice president of the Illinois Central; AAR Vice President S. A. Hollar, and Gordon B. Affleck, president of the National Association of Purchasing Agents. Tuesday speakers included Richard B. Johnson of the Consolidated Natural Gas System, who talked on management development; Arthur Kennedy, vice president of Westinghouse Electric, who spoke on materials management; and Paul Farrell, editor of Purchasing, and Dr. H. H. Luedicke, editor of the New York Journal of Commerce, who discussed the current materials situation. IC President Johnston was the Tuesday luncheon speaker.

Owen Clarke, vice president of the Chesapeake & Ohio, addressed the closing session of the meeting on Wednesday.

Other speakers, who addressed meetings of various committees, included Myron Chase, president of the Scrap Iron and Steel Institute; T. B. Dilworth, executive engineer of Electro-Motive; R. C. Lambrecht, materials handling engineer, Electro-Motive; Frank Walters, data processing consultant; Emmet Dowling, president of Youngstown Steel Door; J. P. Kleinkort, manager of trackwork products for American Brake Shoe; and Dr. Morton Klein, of the Armour Research Foundation, who spoke on new synthetic fuels for jet and rocket engines.

Representatives from paper, reproduction and printing companies spoke at a meeting of the Committee on Office Supplies and Equipment.

Committee report highlights:

- The Committee on Purchasing Department Procedures announced that it has developed a chart comparing dollar purchasing volume with the man-hours devoted each week to the various purchasing functions on a number of roads which participated in its survey. It was shown that, generally, man-hours increased as volume mounted—although there were instances where time spent on certain functions increased as volume went down.
- The Committee on Forest Products reported on current conservation and timber storage practices, and laminated ties—a topic currently under study by the American Railway Engineering Association as well.
- The Committee on Petroleum Products and Coal offered a report dealing, among other things, with procedures being used on various railroads for bagging traction motor gear lubricants in polyethylene.
- The Committee on Materials Handling reported extensively on current practices of packaging a variety of railroad materials. Unitized loads of railroad materials supplied by the manufacturers on pallets is, according to the committee, one of the greatest areas for savings open to the industry today.
- The Committee on Data Processing reported the results of a survey that revealed: (1) 26 of the 43 reporting roads are using punched cards for physical inventory-taking, and eight propose to do so shortly; (2) 22 of the reporting roads distribute materials charges to the proper accounts via mechanized accounting, and five other roads have this function high on their lists of future improvements; (3) relatively few roads have yet mechanized their operations to the extent of using data processing equipment for material replenishment procedures and other more or less involved functions.

Other reports came from the Committees on Scrap, Standard Material Classification, Office Supplies and Equipment, Stores Department Procedures, and Diesel Parts.

Registration at the convention totaled 1,216, of whom 572 were railroad delegates and 644 supply company representatives. Last year's meeting drew 539 railroad men and 445 suppliers for a total of 984.

Edward A. Bromley, vice president-purchases and stores of the Canadian National, was elected chairman of the division. He succeeds O. O. Albritton, vice president-purchases and stores, of the Illinois Central. V. E. McCoy, chief purchasing officer, Milwaukee, succeeds Mr. Bromley as vice chairman.

The following were elected to serve on the division's general committee: B. Y. Heazlitt, Kentucky & Indiana Terminal; H. A. Berry, Rock Island; W. H. Rose, Seaboard Air Line; T. J. Ruth, Soo Line; G. T. Wickstrom, Union Pacific; M. C. Nystrom, Southern Pacific; G. J. Hoffman, PRR; and J. R. Clary, Nickel Plate.

The 1960 annual meeting will again be held at Chicago's Palmer House—June 1-3.

"Purchasing has been 'discovered'—by management and others—as a tremendously important part of company operation. It is generally recognized that purchasing represents the latest—and perhaps the last—frontier on which management can seek and maintain profits in the face of tougher competition and narrower profit margins."—Paul Farrell, Editor of Purchasing, addressing last week's annual meeting of the Purchases and Stores Division.

As the Publisher Sees It . . .

The Purchases and Stores convention has always been interesting to attend. The function of this division embraces all departments of the railroads and its members are well informed about all facets of the industry. They can talk about switch points or diesel gaskets, fuel oil additives or freight rates.

But the convention that closed at Chicago last week was probably more interesting than any of the 32 that preceded it. It was attended by 572 railroad men, as well as 644 rail supply men. I'm sure they felt well rewarded, for the program was lively and stimulating. Many speakers from outside industry were included in the program, adding new scope to the interchange of ideas that always makes these meetings so valuable.

It would be a sleepy fellow indeed who went back to his job without a lot of new ideas that would benefit his department and his railroad. Other railroad men planning conventions could profit by a review of the P&S convention just completed, both from the program and the handling of it.

The whole P&S function of the railroads is moving at a new encouraging pace with the automation, standardization and simplification that is being achieved. It is by no means a one-way street, and purchasing people outside the railroads would do well to include some of these railroad people in their convention programs too. The old notion that the railroad industry "is different" is—to the credit of all concerned—fast becoming passé.

Robert G. Lewis

Regulation on the Way Out?

James C. Nelson—who authored the Brookings Institution's comprehensive report, "Railroad Transportation and Public Policy" (RA, May 4, p. 17)—believes transportation regulation is moving rapidly toward a trimming down. He made this prediction, with plenty of supporting evidence, in a June 10 address to the American Society of Traffic & Transportation, meeting at the University of California at Los Angeles.

Mr. Nelson, who is professor of economics at Washington State College (Pullman), believes government treatment of transportation took a wrong turn in the 1930's when regulation, railroad-style, was applied to other common carriers. What was needed then, he says, and even more so now, was a lot less regulation—not more of it. His reasoning is that pervasive competition is the best regulator of business behavior. He thinks that since we now have so much competition in transportation, regulation by artificial means should fade out, wherever competition can do the job of policing.

Most striking evidence of the reversal in opinion on the desirability of regulation—says Professor Nelson—lies in the strong position in favor of reduced regulation, taken by Interstate Commerce Commissioner Anthony Arpaia in a speech at Providence, R. I., on May 14. This statement by Mr. Arpaia strikes Mr. Nelson as especially significant—since, until recently, Mr. Arpaia has staunchly defended strong regulation, even to the extent of what is known as "fair-sharing" of traffic (holding rates of different methods of transportation at substantial parity).

Mr. Nelson also derives support for his belief that informed opinion is forsaking its support of regulation, from the recent book "The Economics of Competition in the Transportation Industries" by four Harvard scholars (RA, April 6, p. 19). These authors (Meyer, Peck, Stenason and Zwick) would scrap the great bulk of rate regulation—retaining it only where some elements of monopoly persist.

"It has become quite obvious to students of the subject and to many practical men," says Mr. Nelson, "that the attempt to maintain the historic value-of-service rate structure, and all established rate relationships, has been creating an inefficient division of traffic.

"Shippers of high-grade traffic have been motivated to substitute alternative services for rail service, even though the alternatives have been produced at higher economic and social costs than the rail service not used.

"One result has been that billions of ton-miles of intercity traffic have been induced to move over high-cost rather than low-cost agencies.

"Scarce resources are used inefficiently, gross national product and national income are below what they might otherwise be, because of failure to attain the maximum contribution of transport to productivity in the economy."

Mr. Nelson looks forward to "regulatory validation of such modern price policies as low incentive rates for fuller carloads or even for multiple-car shipments, or low flat rates to encourage forwarders and shippers to move high-rated traffic efficiently in trailers on flat cars."

Foreseeing radical reduction in regulation as well along on its way, Mr. Nelson believes "all interested parties" (shippers, carriers, regulators, lawyers and economists) should meet the course of events constructively; and work together to reform regulation to achieve economic results. "Regulation," he urges, "should not be a mere compromise of the conflicting interests of regulated carriers . . ."

He concedes, however, that transportation needs "some rules to foster workable competition"—but nothing like the present elaborate regulatory structure. He would settle for prohibition of (1) "irrational quotation of rates below out-of-pocket costs plus some contribution to overhead:" (2) rates quoted by strong competitors to destroy competition (where cost conditions justify continued competition); (3) rates giving an undue advantage to large shippers (unless justified by relative cost, and unless large shippers already enjoy this advantage from other carriers). Nor does Mr. Nelson believe it is wise to deny railroads the right to engage in other forms of transportation (except, perhaps, in a few limited cases). He would also ease up the control on certificates of convenience and necessity—to widen competitive opportunities.

'Accentuate the Positive'

Railroad public relations officers have no task more urgent than that of translating to the general public the exciting optimism which is apparent within the industry today.

This assignment, to "accentuate the positive and eliminate the negative," was placed before members of the Railroad Public Relations Association at their annual meeting which concluded last week.

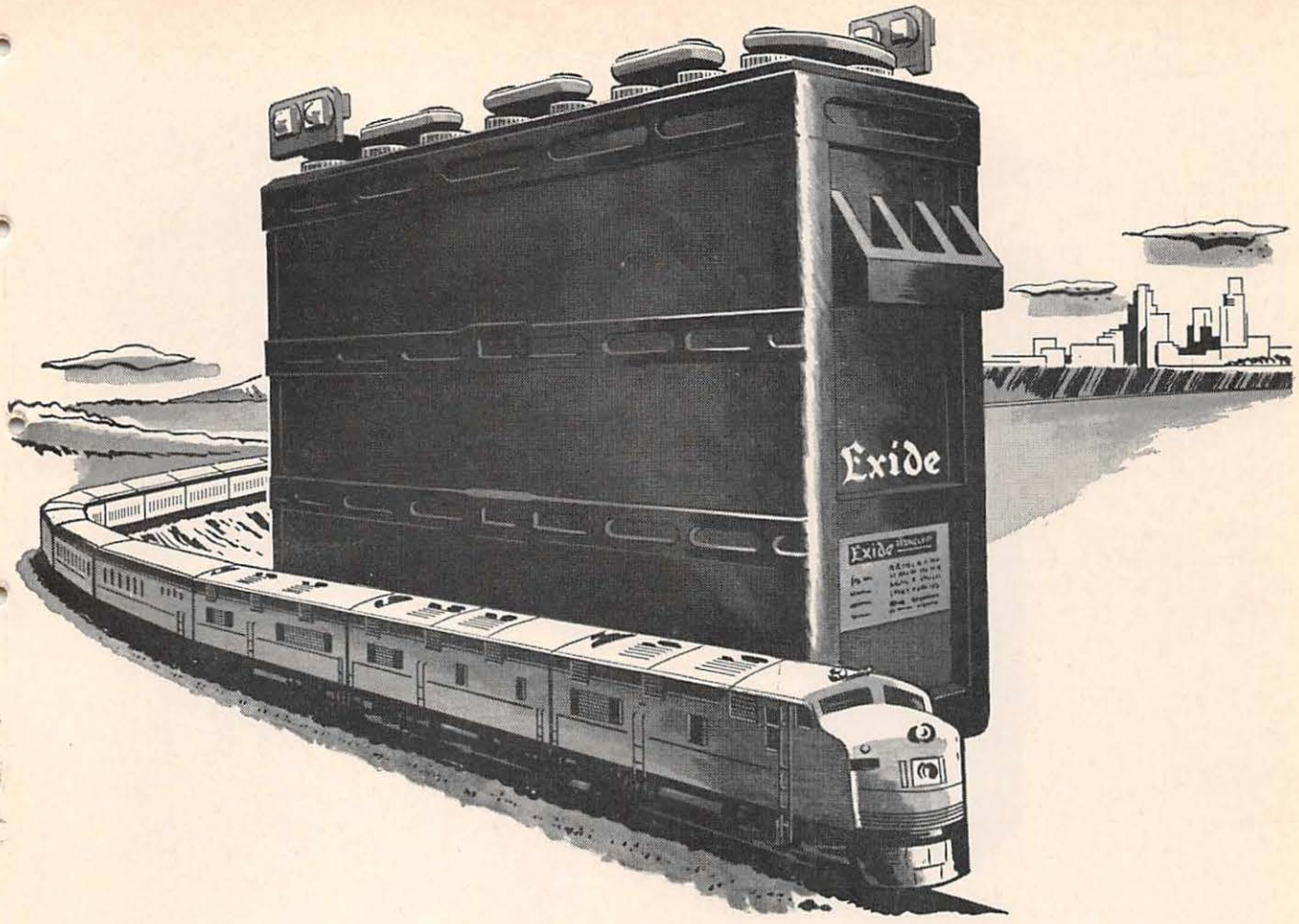
J. Handly Wright, public relations vice president of the AAR, joined with T. M. Goodfellow, president of the Long Island, in suggesting the time has come to switch public relations emphasis from what is wrong with the railroads to what is right with them.

Citing reasons for today's optimistic outlook for the railroads, Mr. Wright said the industry may, in some respects, have oversold its case in winning the Transportation Act of 1958. The need today, he said, is to show the public that railroading is a sound enterprise with a great future.

Mr. Goodfellow put it this way: "I'm convinced people are sick and tired of hearing how badly we're misunderstood and mistreated. If we want to get their ear—certainly if we want a sympathetic ear—it's time to talk about the improvement and accomplishments we've been able to make—and of others we plan as more roadblocks are cleared away."

JAMES G. SHEA, SP

New officers of RPRA for the coming year include James G. Shea, general public relations manager, Southern Pacific as president; and Robert S. Eisenhauer, New York Central, George Handzik, Santa Fe, and Emory F. Waldrop, Jr., Seaboard Air Line, as eastern, western and southern vice presidents, respectively.



The new Exide-Ironclad diesel locomotive battery

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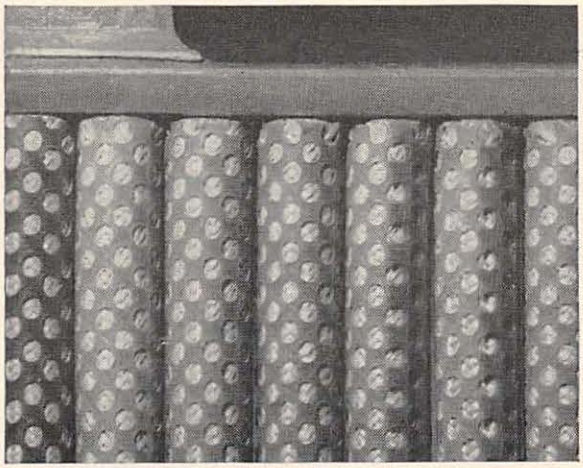


50 YEARS AGO, Exide patented the now-famous Exide-Ironclad tubular positive plate battery. For power and economy, nothing has ever matched it. Yet Exide engineers have constantly improved it. Today's battery (positive plate shown above) packs more power per plate . . . gives you a 50% increase in amperes discharged at diesel cranking rates even over previous model Exide-Ironclad Batteries.

How many things can you buy today that give better performance than their predecessors, yet cost less to own and use? Well, the new Exide-Ironclad diesel locomotive battery is one. You get actually more starting power from the same capacity. And you save money three ways:

1. **More power per dollar when you buy it.** Because the new Exide-Ironclad makes a more efficient use of battery materials, you get more power in the same space. Cost savings are passed on to you.
2. **Longer life.** The new armored porous tubular construction of the positive plates virtually eliminates loss of active material. So the battery lasts longer—further reducing the cost of your battery power. Superior porosity actually improves battery performance.
3. **Greater versatility.** Because it packs its power in a smaller size, your new Exide-Ironclad Battery provides ample power for large locomotives—yet fits smaller ones. So every battery you have is more useful.

Beyond question, here is today's outstanding value in a diesel locomotive battery. New, portable chargers for every application.

Write for the new, illustrated bulletin. Exide Industrial Division, The Electric Storage Battery Company, Philadelphia 20, Pa.

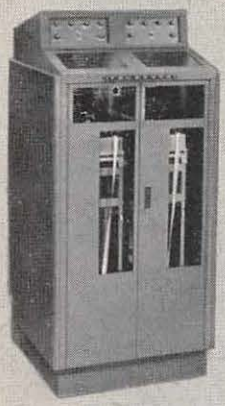
Exide®

For a wide range of applications in—

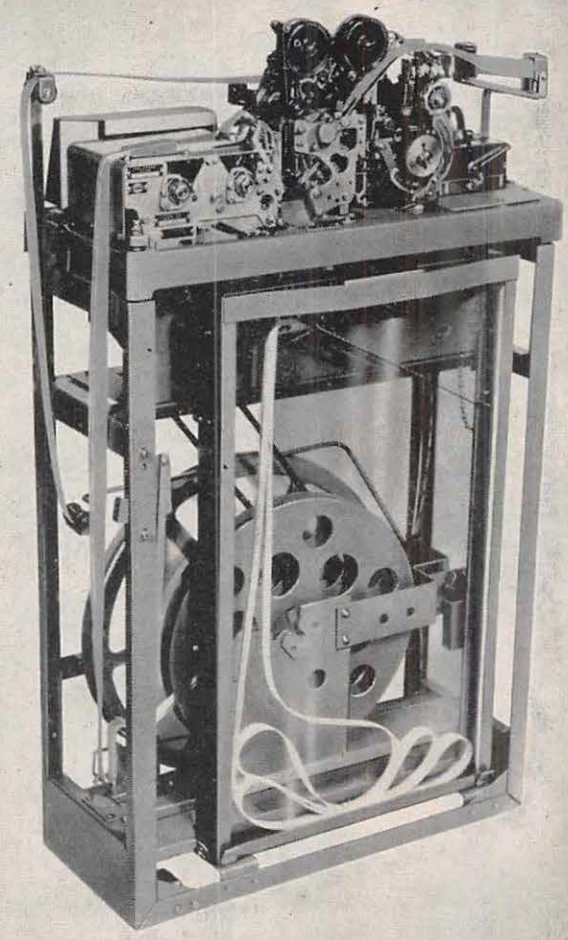
Communications

Data Processing

Automation



Model 28 RT Sets may be mounted in pairs in this newly designed Teletype Universal Cabinet, ideal for office or communications center installation.



New Teletype Model 28 RT Set

The Teletype Model 28 Reperforator Transmitter-Distributor Set features three automatic data handling facilities in one unit. It combines: (1) a typing or non-typing TAPE PUNCH . . . with (2) a TAPE READER . . . plus (3) intermediate TAPE STORAGE facilities.

This new equipment will accept signals at line speed, convert them into perforations in paper tape, and re-transmit the data at the same or another speed.

The Model 28 RT Set is adaptable to a wide range of applications in—

Communications. For high speed, cross-office relaying of messages through automatic switching centers . . . for automatic linkage between communications lines operating at different speeds . . .

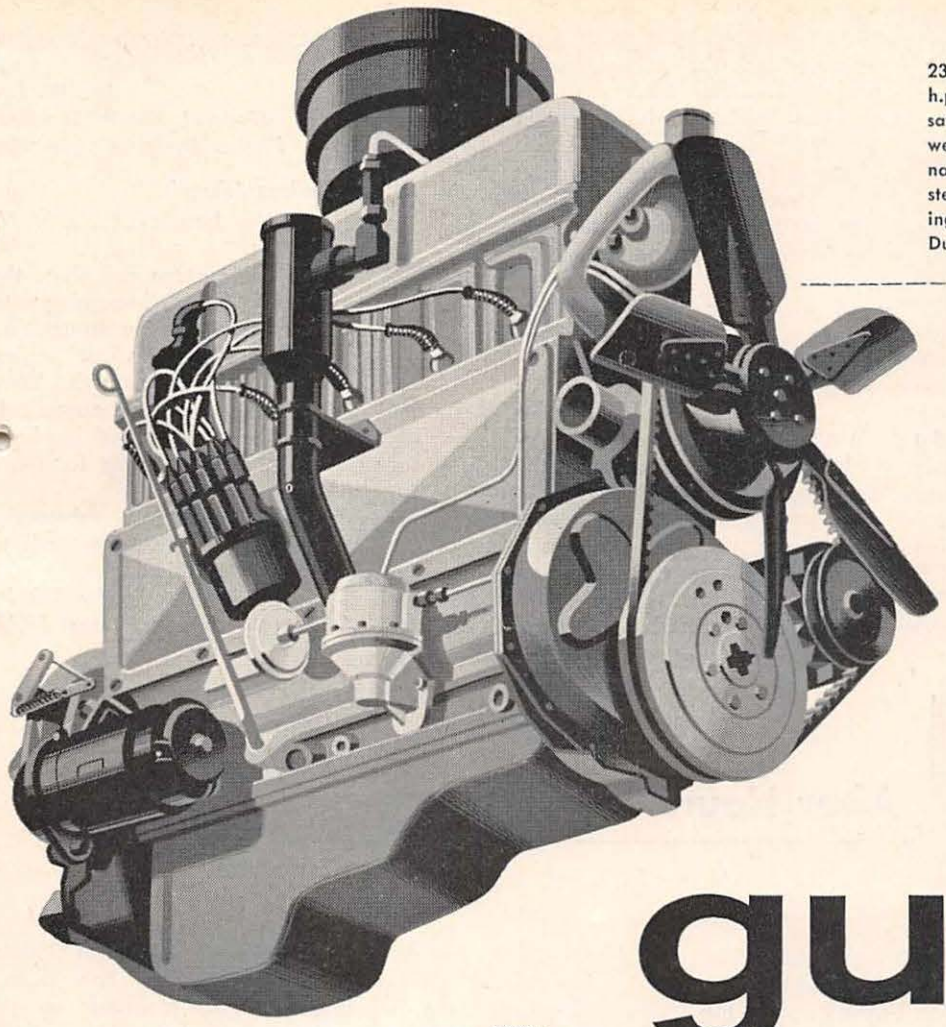
Data Processing. For automatic linkage between business machines and communication lines . . . for automatic accumulation of data from IDP systems . . .

Automation. For automatic linkage between incoming control data and signal-operated factory equipment . . . for automatic relaying of telemetered data over communication lines.

Speeds from 368 to 1,200 characters per minute are available for 5-level code. A manual gearshift permits selection of 368, 460 or 600 operations per minute with either typing or non-typing tape punches. Units with non-typing tape punches operate at 1,200 operations per minute with a fixed gear arrangement.

If you would like more information about this new and versatile Teletype unit, please write for descriptive literature to: Teletype Corporation, Dept. 43F, 4100 Fullerton Ave., Chicago 39, Illinois.

TELETYPE®
CORPORATION
SUBSIDIARY OF *Western Electric Company*, INC.



235 ft.-lbs. of torque for hard pulls • 150 h.p.—power aplenty with top economy • Gas-saving 8.0 to 1 compression ratio • New wear-saving Full-Flow oil filter • Low-maintenance valve-in-head design • Tough forged steel crankshaft • Long-lasting precision bearings • Sturdy hard-faced exhaust valves • Durable heavy-duty pistons

gutty performer!

HERE'S WHY CHEVROLET'S POPULAR JOBMASTER 6 IS FAMOUS FOR STAYING ON TOUGH JOBS!

Chevy's 261-cubic-inch Jobmaster 6 offers plenty of low-cost power, lots of hard-pulling torque, and tough components that keep it on the job long after lesser engines have called it quits. Here's a powerplant you can trust, day after day, on hauls that demand all the grit and gumption a truck can provide!

A true *truck* engine, down to the last bolt, that's Chevrolet's famous Jobmaster 6! For proof, start with its basic valve-in-head design. This simple yet highly efficient construction delivers maximum fuel economy and, at the same time, is extra easy to service; an advantage that helps reduce downtime and maintenance costs.

Here is *practicality* that boosts hauling profits. A compression ratio of 8.0 to 1 squeezes extra pulling power from every tankful of regular grade fuel. The burly crankshaft, forged from high-quality steel, forms an engine "backbone" that assures durable performance. Precision bearings of specially selected metal, high-alloy steel inlet valves, strong heavy-duty pistons and Stellite-faced exhaust valves are just a few of the *many* reasons why you can count on Chevy's Jobmaster 6 for tough, gutty performance and extra savings every time there's a truck-sized job of work to be done.

Standard in Chevrolet Series 60 trucks, the Jobmaster gets big loads (up to 19,000 lbs. G.V.W.) where they're going with power and torque to spare. Your Chevrolet dealer can tell you *all* about it, any time you'd like. . . . Chevrolet Division of General Motors, Detroit 2, Michigan.

NO JOB'S TOO TOUGH FOR A CHEVROLET TRUCK! CHEVROLET

Letters from Readers

'Piggyback Showcase'

Baltimore, Md.

To the Editor:

The article in the May 11 issue, "Piggyback Showcase," was interesting.

We, on the Western Maryland, are champions of the ACF Trailer Hitch and feel that the jacks and chains are not only an anachronism but are expensive. Therefore, I was a bit chagrined to note the list of TOFC equipment (p. 38) showing that our 33 flat cars presently assigned to this service are all indicated to have jacks and chains as the tie-down equipment. Contradicting this table, the photograph on page 43 shows one of the ACF Hitches on one of our presently in-service cars. The table should have shown 11 cars equipped with ACF Hitches and the balance with jacks and chains. The 85-ft cars on order will, as indicated, be equipped with the ACF Hitch.

Apart from this small detail, I believe your article to be extremely informative. It certainly does dramatize the intense need for standardization.

G. M. Leilich
Vice President—Operations
Western Maryland

'Contract Rates'

New York

To the Editor:

I have just finished reading the article appearing in the May 25 Railway Age on "contract" or "guaranteed" rates. I am sure that, like myself, anyone reading these articles is now more familiar with this subject.

Your publication has added much to the enlightenment of the traffic fraternity.

Jas. W. Lee
General Traffic Manager
Phelps Dodge Corporation

LIRR Claims 'First'

Jamaica, L. I., N. Y.

To the Editor:

I see our midwestern neighbor, the MoPac, in your June 8 issue claims to be the first railroad to plan automation of its purchases and stores work, using an IBM 305 Ramac. We on the Long Island think this is a very commendable move, since our own 305 has been handling all our P&S activity for more than a year.

Having piled up a pretty substantial list of "firsts," we just wanted to protect our right to this one.

Jim Schultz
Director, Public Relations, LIRR

Railroading After Hours with Jim Lyne

JUSTICE OR RETRIBUTION?—Attorney John MacDonald Smith, who has his office in the SP building at San Francisco, sent me a clipping from the Phoenix Gazette—telling of the detention by authorities at Nogales, Sonora, of a Pacific Railroad train crew involved in the deaths of two people at a grade crossing. Mr. Smith says that, south of the border, crossing fatalities can bring a lot of unpleasantness to train crews, especially if authorities suspect them of carelessness.

I've always doubted the justification or utility of prosecuting employees for involvement in accidents. If an employee's job and life—which he risks in an accident—are not a sufficient incentive to him to practice safety, then the threat of prosecution isn't going to be much of an added inducement.

FREIGHT TRAIN PERMIT—Division Freight Agent Frank H. Smith of the Santa Fe at San Francisco has let me see a "freight train permit," dated 1905, entitling one O. A. Nelson to ride all freight trains between stations in Kansas. This is the first time I've ever seen a permit like this, issued in card form for continuing use. Is this practice usual?

The holder of this permit apparently did not use it, because he didn't sign it—but he has carried it around ever since, anyhow. The Santa Fe officer who issued the card was H. U. Mudge, general manager.

'EXTRA SOUTH JONES'—An old time telegrapher— E. C. Ziesel, retired WU division commercial manager, writes from Warren, Ind., about "31," "19" and other such telegraphic abbreviations. He has been collecting information on such things for a long time—and he believes these two numbers were arbitrarily assigned by a railroad stationer, who had to have some identifying symbol for the blank forms of the two different kinds of train orders.

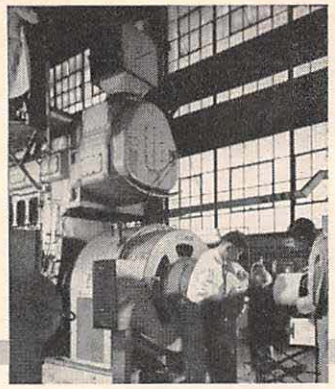
The "OS" used to report time when trains pass stations—says Mr. Ziesel—is an abbreviation of "on sheet," meaning that the information is for recording on the train sheet. Mr. Ziesel says that extras were still designated by the use of the conductors' names (instead of engine numbers) when he first learned telegraphy on the Milwaukee around the turn of the century. In those days it would be: "Extra south Jones meet extra north Smith at Cedar Rapids."

DR. SILLCOX TO PRESCRIBE—I went over to the state capitol at Albany, N. Y., a few days ago to see Lewis K. Sillcox sworn in as the director of the state's new office of transportation—the first job of its kind yet set up in any state, as far as I know. It will be the incumbent's duty, as I get it, to tell state authorities how to treat all forms of transportation—to enable each of them to yield its best in public service.

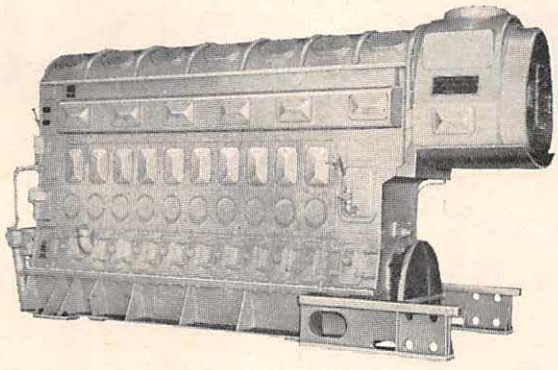
As most railroaders know, Lew Sillcox—retired vice-chairman of New York Air Brake—is a constant and productive analyst of all kinds of transportation problems, economic as well as technological. I'd say, then, that there's no doubt that LKS will be able to offer wise counsel to the governor and the legislature. The problem in such a case, however, is not just that of getting a prescription from the doctor—but also of persuading the patient to take the medicine once it's prescribed.

ARPAIA's ADMONITION—In a recent address at Providence, R.I., Commissioner Anthony Arpaia said: "There are, it seems to me, some areas where regulation should be relaxed." He went on to suggest that the ICC itself is in the best position to designate such areas and, if it doesn't do so, "somebody else will."

All honor, I'd say, to the producer of any product—frank enough to recognize the danger of over-indulgence in its use.



To get the best, use F-M factory experience and facilities for O-P engine service.



Upgrade your diesel power—cut costs on maintenance, shop facilities and inventories...

Specify Factory Warranted

F-M Unit Exchange

Meet increased tonnage demands with up-to-the-minute improvements in design and engineering: Upgrade your motive power fleet with Fairbanks-Morse Unit Exchange O-P engines!

F-M Opposed-Piston diesels are rebuilt to exacting factory specifications and are Warranted just as new equipment. You get full advantage of latest developments in diesel power for maximum performance. A 60% increase in F-M Unit Exchange component availability assures prompt delivery—for every O-P rating and major accessory group.

Remember: The only engine better than your present O-P is an Opposed-Piston diesel made better by Fairbanks-Morse. For full details and delivery schedules, write Fairbanks, Morse & Co., 600 South Michigan Avenue, Chicago 5, Illinois.

FAIRBANKS-MORSE

a name worth remembering when you want the BEST

LOCOMOTIVES • DIESEL, DUAL FUEL AND GAS ENGINES • GENERATORS • SCALES
ELECTRIC MOTORS • PUMPS • COMPRESSORS • MAGNETOS • HOME WATER SYSTEMS

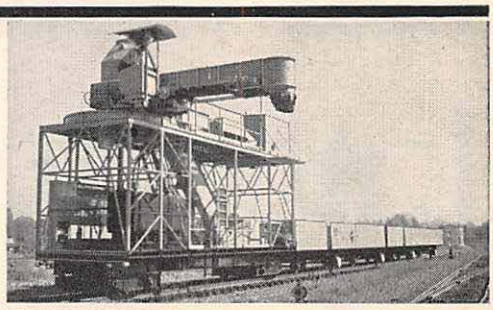
CONVEYCO

The NEW LEADER in BUNKER ICING MACHINES

BRINGS YOU MAJOR SAVINGS

Great new improvements offered by Conveyco BUNKER ICING machines are producing tremendous savings in both initial installation and in operating costs for ice companies and railroads.

CONVEYCO machines with twin drum ice breakers reduce 300 lb. or 400 lb. blocks of ice to smaller bunker ice sizes with amazing uniformity and a minimum of wasteful fines. Fast two-man operation — one operator and helper — reduces costs. Write for complete money-saving story of "on-the-job performance" now.



RAIL MOUNTED ICER

A complete self-propelled unit that ices refrigerator cars from an adjoining track. Carries own ice supply. Eliminates breaking up of long trains to ice cars. Saves time and money.

TWIN DRUM DOCK ICER

A fast two-man machine with automatic salting unit that ices and salts bunkers simultaneously. Ice is delivered to both hatches of a bunker at same time. Requires lighter dock construction than any other comparable machine — also is faster and more efficient.

TRUCK MOUNTED ICER

Speeds icing of cars located on sidings or in yards. Saves time of shuttling cars in and out of ice house docks. Also valuable where ice house is far from loading point. Used effectively for icing cold storage bunkers. Owners report savings of as much as 70%.

Put efficiency in your bunker icing operations and show profits with a Conveyco machine. ***Call or write for complete details today.***

CONVEYCO

THE CONVEYOR CO.

ENGINEERS AND MANUFACTURERS

3260 E. Slauson Ave. • Los Angeles 58, Calif.

"The writer does the most who gives his reader the most knowledge and takes from him the least time" SYDNEY SMITH

Saving the reader's time can take many forms . . .
. . . using big pictures and short words;
. . . organizing articles—and the whole issue—so a reader can pick and choose to his best advantage;
. . . cutting out fat, while beefing up the lean;
. . . saying as much as possible on the "glance level"—photos, drawings, display type.

Saving the reader's time has only one advantage for advertisers, but it's the big one . . .

. . . wide awake readers—with the time and disposition to pursue ideas in your advertising.

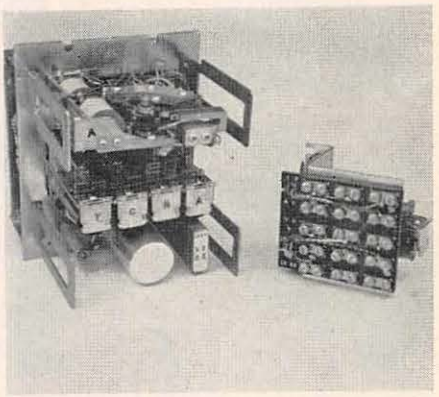
SIMMONS-BOARDMAN, 30 Church St., New York 7.

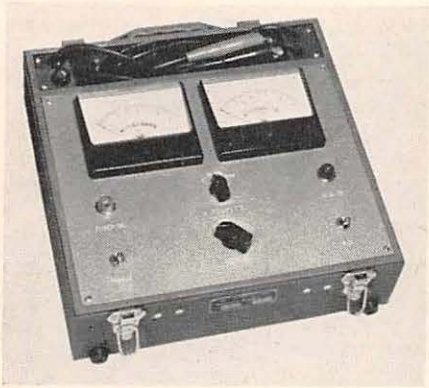
You get wide awake readers with Simmons-Boardman **Time-Saver** ***magazines***

New Products Report

Telephone and Intercom

A two-line and hold telephone (left), designated the K575, provides two-line selection with mechanical holding. Another product of the same manufacturer is a 17-station dial intercom (right), which utilizes a signal transfer circuit to provide the K-1A1 key telephone system with a 17-station capacity dial intercommunication. *Kellogg Switchboard & Supply Company, Dept. RA, 6650 South Cicero Avenue, Chicago 38, Illinois.*



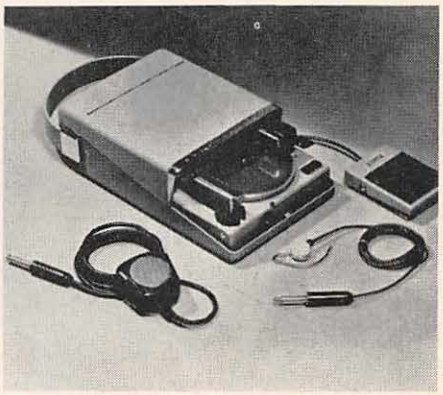


Cable Tester

Model 5205 portable Hypot is a 0-5,000 volt d.c. unit with simultaneous metering of leakage currents in ranges of 0-2/20/200/2,000 microamperes. The meter can be used for plotting of insulation characteristics by means of voltage vs. leakage current curves. This portable d.c. Hypot measures 13.5 by 13 by 7 in., and weighs 24 lb. *Associated Research, Inc., Dept. RA, 3758 West Belmont Avenue, Chicago 18, Illinois.*

Floor Coverings

Futuresq Vinyl Corlon, a resilient plastic flooring in metallic accents, is available in gray gold, cinnamon, and sand gold. Patterns, in sheet form, are 6 ft wide. In the Futuresq series, glittering metallic chips are combined with opaque, translucent and clear particles of vinyl. The resultant smooth flooring is said to have a three-dimensional quality of depth. *Armstrong Cork Company, Dept. RA, Lancaster, Pa.*



Portable Recorder

A new dictation, transcription and interview recording system in one unit is called the 200-BIC. It weighs 6 lb, is powered by regular flashlight batteries and is capable of performing all three functions. The unit uses 15-minute plastic discs which can be played back at 33⅓ rpm. Flashlight batteries power the unit for more than 20 hours. *SoundScriber Corporation, Dept. RA, 6 Middletown Ave., North Haven, Conn.*

Pin-Type Insulators

New and improved pin-type insulators are manufactured in two sizes corresponding to NEMA classes 55-4 and 55-5 and are furnished with either standard or radio-free glaze. They feature a 1-in. top wire groove that will accommodate conductors through 500 mcm. Physical and electrical characteristics exceed those specified by NEMA standards. *Line Material Industries, McGraw-Edison Co., Dept. RA, Milwaukee 1, Wis.*

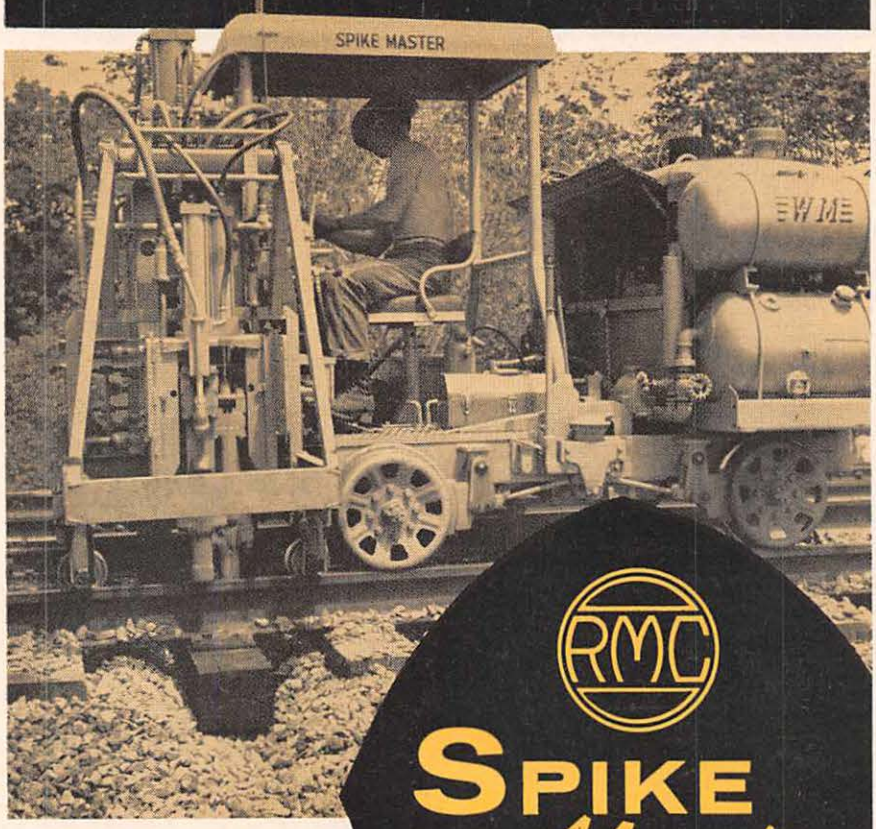
Silicone Insulated Cables

A new line of silicone insulated cables, called Simconex, has been designed and engineered for high temperature operations. These wires and cables are capable of continuous safe operation at temperatures as high as 392 deg F. Other characteristics are retention of flexibility at very low temperatures, resistance to moisture and virtually complete immunity to ozone and corona. *Simplex Wire & Cable Co., Dept. RA, Cambridge 39, Mass.*

Hook-Up Wire

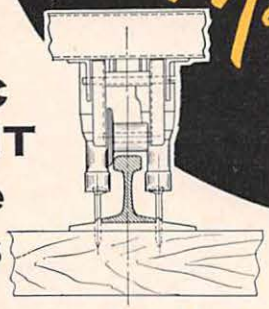
A new standard, Plasticote "Thrif-T-Bond" hook-up wire features overcoated, bonded and tinned conductors. It is designed for fine wire terminations on miniaturized electronic equipment where tight quarters require the flexibility of multi-stranded wire, but a single conductor hook-up. The wire is rated for applications at 80, 90 and 105 deg. Standard strippers can be used. *Chester Cable Corp., Electronic Sales Dept. RA, Chester, N. Y.*

SPEED:
Up to 8 Ties per minute!



SPIKE Master

Now . . . with
AUTOMATIC ADJUSTMENT
for track gauge variations



More effective now than ever—SpikeMaster is equipped with a Swinging Gun Mount which automatically adjusts for variations in rail gauge. Air cylinders keep flanged pilot wheels tight to the rail gauge, enabling swinging head to position guns positively over spikes—regardless of curvature or gauge inequalities.

SpikeMaster nips up the tie and drives four spikes—one on either side of both rails.

Write for New Bulletin SM-200

Railway Maintenance Corporation

PITTSBURGH 30, PA.

MP TRAINING PROGRAM

(*Continued from page 16*)

the job. Originally, the tuition advance plan for employees was merely a loan. Now, MP will pay 50% of the tuition cost if the course relates directly to the employee's job and if it's completed satisfactorily according to the school's standards.

Agencies to which tuition advances will be paid include (but aren't necessarily limited to) universities, colleges, junior colleges, trade schools and associations, professional groups and organizations, business schools and correspondence schools.

Repayment of tuition advances is made through a payroll deduction, usually over a four-month period. Normally, the deduction period provides for repayment prior to completion of the course.

The program doesn't cover:

- Courses taken at the specific request of management or under the terms of any labor agreement;
- Courses taken by World War II or Korean veterans under the GI Bill of Rights;
- Courses which require that an employee take a leave of absence from his job.

An even more liberal program is available to some 300 company officers if they enroll in courses in seven specific fields—traffic and transportation, human relations, industrial psychology, labor relations, communications techniques, and business statistics.

Ten senior officers and 23 employees have taken advantage of the program thus far. The officers include an assistant vice president, a general superintendent, a chief methods analyst, office engineer, assistant controller, trainmaster, assistant trainmaster, terminal trainmaster, assistant to general purchasing agent and a general agent. The employee list includes clerks, secretaries, draftsmen, office supervisors, statisticians, telegraphers and buyers.

The courses they're taking range from electronics to commerce law, from personnel management to the geography of trade routes.

In addition to these formal education and training programs, the MP has long encouraged participation in courses run by various industrial firms. Employees are sent to these on full pay and full expenses.

Seminar training has also had support, will probably be stepped up in the future. Consideration has even been given to sending qualified men back to school for a year or more. The road also plans to take advantage of the middle and advanced management courses offered by the colleges and universities along its lines.

MARKET OUTLOOK *at a glance*

Carloadings Drop 0.7% Below Previous Week's

Loadings of revenue freight in the week ended June 6 totaled 682,624 cars, the Association of American Railroads announced on June 11. This was a decrease of 5,102 cars, or 0.7%, compared with the previous week; an increase of 69,243 cars, or 11.3%, compared with the corresponding week last year; and a decrease of 50,853 cars, or 6.9%, compared with the equivalent 1957 week.

Loadings of revenue freight for the week ended May 30 totaled 687,726 cars; the summary, compiled by the Car Service Division, AAR, follows:

REVENUE FREIGHT CAR LOADINGS
For the week ended Saturday, May 30

District	1958	1957	1956
Eastern	103,466	78,852	102,743
Allegheny	131,691	91,275	133,253
Pocahontas	55,322	45,242	59,661
Southern	112,994	97,916	113,751
Northwestern	113,146	74,535	109,718
Central Western	119,392	99,483	104,885
Southwestern	51,715	42,476	47,034
Total Western Districts	284,253	216,494	261,637
Total All Roads	687,726	529,779	671,045
Commodities:			
Grain and grain products	50,262	45,114	43,477
Livestock	5,076	4,512	4,334
Coal	110,724	95,991	126,147
Coke	11,173	4,959	10,035
Forest Products	41,354	32,262	37,149
Ore	77,293	39,346	84,465
Merchandise l.c.l.	41,844	38,208	48,324
Miscellaneous	350,000	269,387	317,114
May 30	687,726	529,779	671,045
May 23	685,745	570,425	722,903
May 16	694,380	561,040	722,144
May 9	677,398	535,579	723,317
May 2	674,123	533,205	718,986
Cumulative total, 22 weeks	13,340,378	11,812,854	14,881,300

PIGGYBACK CARLOADINGS.—U. S. piggyback loadings for the week ended May 30 totaled 8,541 cars, compared with 4,609 for the corresponding 1958 week. Loadings for 1959 up to May 30 totaled 164,601 cars, compared with 101,061 for the corresponding period of 1958.

IN CANADA.—Carloadings for the 10-day period ended May 31 were not available as this issue went to press.

New Equipment

FREIGHT-TRAIN CARS

► *Kansas City Southern-Louisiana & Arkansas.*—Placed orders with Pullman-Standard for 12 70-ton covered hopper cars, nine for KCS and three for L&A.

► *Louisville & Nashville.*—Ordered 100 70-ton 2,900-cu-ft covered hoppers from ACF Industries at a cost of $1,200,000. Delivery to be completed by mid-July.

► *Norfolk & Western.*—Ordered 10 bulkhead flat cars for September delivery from Ortner Co., Cincinnati, Ohio.

SPECIAL

► *Reading.*—Purchased 15 tandem-axle van trailers and 10 tandem-axle flat-bed trailers at a cost of $124,239, from Strick for its highway subsidiary. Reading is also converting nine semi-open-top trailers to 35-ft tandem-axle van type at a cost of $28,690.

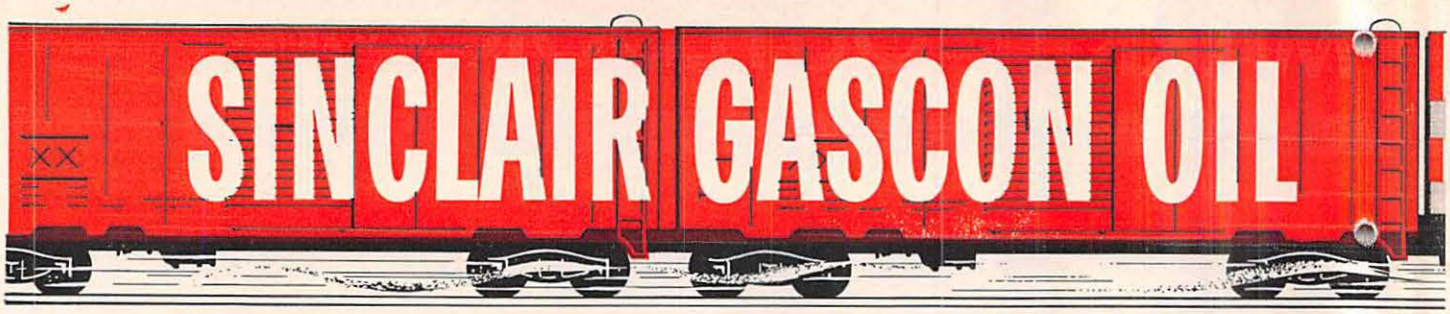
New Facilities

► *Canadian National.*—Will spend more than $4,250,000 on capital undertakings in Newfoundland this year. Roadway improvements will account for more than $2,000,000; yard extension and improvement projects at St. John's and Corner Brook will cost over $1,350,000. Further investment in St. John's during 1959 includes an allocation of $400,000 toward the erection of a new express and office building. The budget also provides for improvements to the coastal fleet.

► *Duluth, Missabe & Iron Range.*—Ordered from Union Switch & Signal—Division of WAB Co., a 12-ft Traffic Control Center to be located at Iron Junction, Minn., for the purpose of controlling approximately 65 miles of present single and double track CTC as part of a modernization program on the Missabe & Iron Range division. Also, the field materials which have been ordered for extending CTC for 22 miles between Aurora and Largo and for 17 miles between Wolf and Wilpen will be controlled from this same TCC.

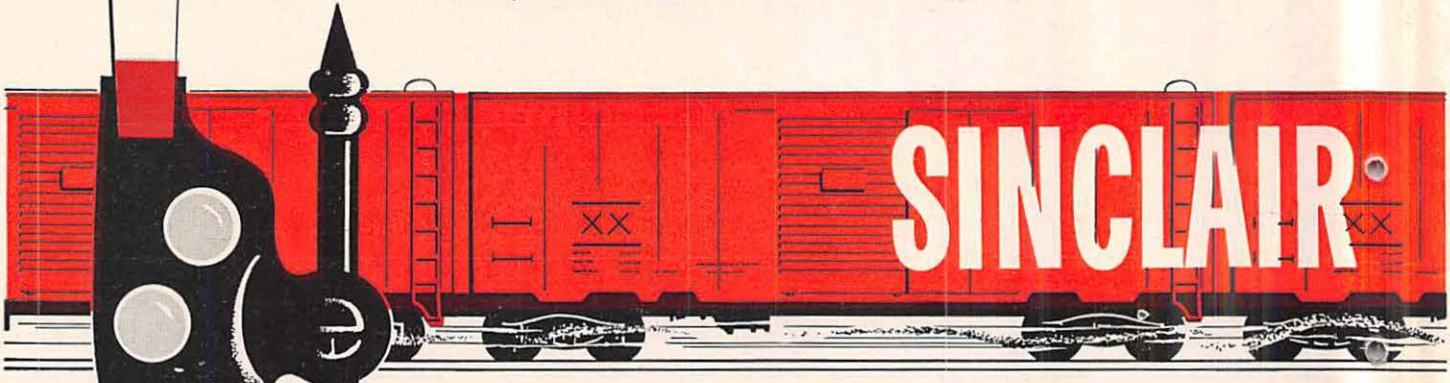
► *Minneapolis & St. Louis.*—Will build a 40-ft by 150-ft station and freight house at Fort Dodge, Iowa, at a cost of approximately $45,000.

► *Terminal Association of St. Louis.*—Authorized modernization of an interlocking plant near Relay Depot, East St. Louis, Ill. The project will involve installation of a route type interlocking machine, construction of a new signal and interlocking tower, installation of automatic flashing light signals and short arm gates and removal and re-arrangement of existing track at the interlocking. Total estimated cost: $700,000. Completion date: early 1961.



Today, more than 100 U. S. railroads prefer Sinclair GASCON® OILS. Only a tried, tested and outstanding oil could make and *keep* a record such as this.

Proved superior for Diesel locomotive and car journal bearing lubrication. A.A.R. approved.



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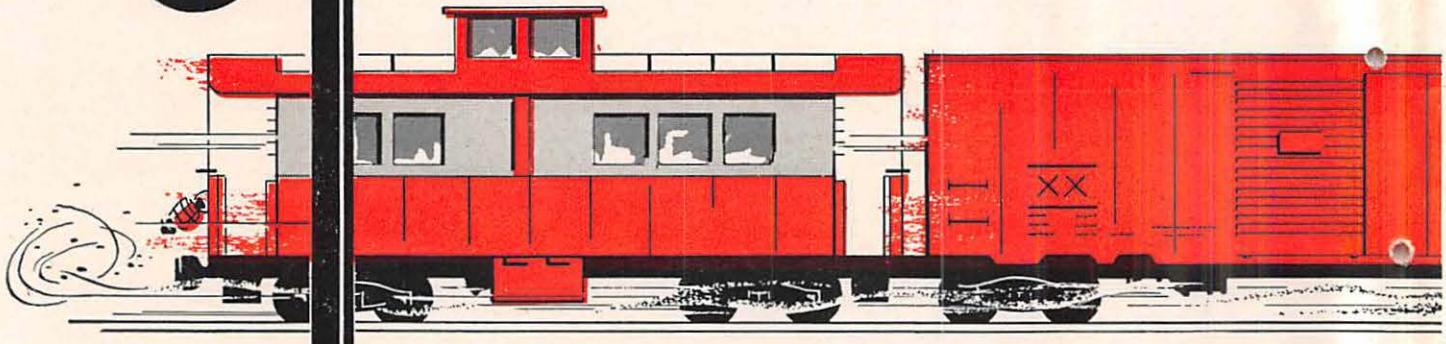

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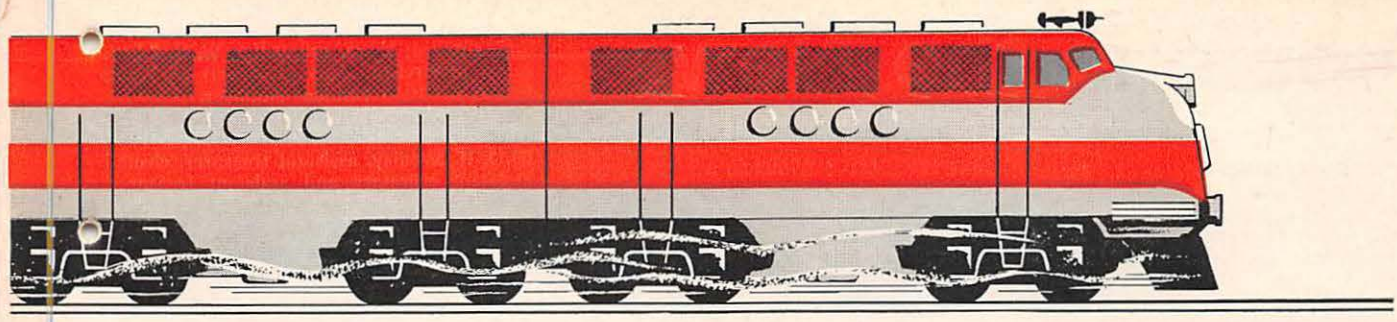

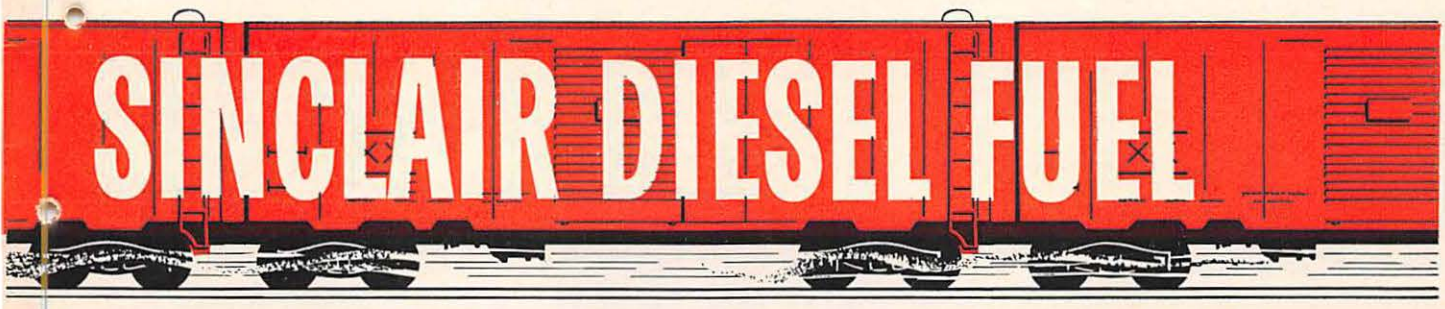

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People in the News

ATLANTIC COAST LINE.—**George L. Barnes,** former deputy executive director of the Military Traffic Management Agency with the U.S. Army in Washington, D.C., appointed assistant to vice president, ACL, Jacksonville, Fla.

CANADIAN NATIONAL.—**J. D. Reynolds,** auditor of agencies, appointed auditor of express accounts, Montreal, succeeding **G. L. Bishop,** who retired April 30. **K. C. Fincham,** accounting assistant, named chief accountant—general, Montreal, succeeding Mr. Reynolds.

G. F. Middleton, superintendent, Calgary (Alta.) division, transferred to the Edmonton (Alta.) division, succeeding **G. E. Dunbar,** retired. **E. S. Barker,** superintendent, Dauphin (Man.) division, succeeds Mr. Middleton at Calgary. **S. J. Wise,** assistant superintendent, Portage-Brandon division, Winnipeg, succeeds Mr. Barker. **W. D. Connon,** assistant superintendent, Dauphin, replaces Mr. Wise. **J. D. Hart,** acting trainmaster, Winnipeg, promoted to succeed Mr. Connon.

Kenneth W. Thomson, superintendent, Transcona motive power shops, Winnipeg, Man., appointed assistant superintendent, Moncton, N.B., motive power and car shops.

CANADIAN PACIFIC.—**A. E. Jenner,** who was appointed assistant manager, piggyback services in March, named manager, piggyback services, Montreal, effective June 1, succeeding **R. E. H. Wilkes,** resigned.

CHESAPEAKE & OHIO.—**John E. McLeod,** staff assistant to vice president—operations, Cleveland, retired June 1.

W. A. Griffith appointed general agent—passenger department, Detroit, succeeding **Howard S. Bannister,** who retires July 1. **R. P. Van Voorst** named general agent—passenger department, Columbus, Ohio.

On June 1 the Norfolk, Va., city ticket office moved from the Thomas Nelson Hotel to the new air-conditioned passenger station at 222 Brooke Avenue.

J. F. Edwards, assistant electrical engineer, Grand Rapids, Mich., promoted to electrical engineer there, succeeding **W. P. Chesney,** retired. **H. E. Budden** succeeds Mr. Edwards.

C. H. Baines appointed general car foreman, Newport News, Va., succeeding **C. A. Coleman,** retired.

CHICAGO & EASTERN ILLINOIS.—**W. H. Peake** appointed general freight sales manager, Eastern Region, New York. **J. V. Zipfel** named traffic representative, Evansville, Ind. **John F. Quinn** appointed freight sales manager—grain and grain products in Chicago, Ill.

ELGIN, JOLIET & EASTERN.—**C. O. Ferner** appointed assistant superintendent, Joliet division, Joliet, Ill. **H. F. Ernhart** named trainmaster, Gary division, South Chicago, Ill.

FRISCO.—**H. P. Burton** named assistant superintendent freight claims, Springfield, Mo.

GULF, MOBILE & OHIO.—**E. A. Chapman** appointed district passenger agent, Dallas, Tex. **F. E. Clarke,** Southwestern passenger agent, Dallas, retired May 31.

HOLTON INTER-URBAN—SAN DIEGO & ARIZONA EASTERN—PETALUMA & SANTA ROSA.—**Herman A. Nelson** appointed auditor, San Francisco, succeeding **U. E. Nordeen.** Mr. Nelson also succeeds Mr. Nordeen as controller of the **Northwestern Pacific.**

LAKE TERMINAL—NEWBURGH & SOUTH SHORE—DONORA SOUTHERN—McKEESPORT CONNECTING—NORTHAMPTON & BATH—HANNIBAL CONNECTING.—**Tom B. Clarke** elected secretary and treasurer of these companies. **Glenn A. Freil** appointed assistant secretary and assistant treasurer.

MILWAUKEE.—**B. J. Worley,** assistant chief engineer—signal and communications, Chicago, appointed engineer maintenance of way—track there, to succeed **V. E. Glosup,** promoted (RA, June 1, p. 35). **W. E. Fuhr,** principal assistant engineer, Chicago, named to succeed Mr. Worley, and in turn is replaced by **N. E. Smith,** division engineer, Chicago Terminals and Terre Haute divisions, Bensenville, Ill. Mr. Smith's successor is **K. L. Clark,** division engineer, Dubuque and Illinois division, Savanna, Ill., who in turn is succeeded by **E. C. Jordan.**

J. F. Grier, assistant western director of industrial and real estate development, Seattle, Wash., appointed western director of industrial and real estate development there, succeeding **A. L. Sedgwick,** retired.

MINNEAPOLIS, NORTHFIELD & SOUTHERN.—**Robert E. Versen** appointed traffic manager, Minneapolis, Minn. Mr. Versen was formerly general agent for the **Wabash.**

MISSOURI-KANSAS-TEXAS.—**Dr. Roland S. Kieffer,** chief surgeon for the road and the M-K-T Railroad Employes' Hospital Association, appointed medical director of the road, St. Louis.

NEW HAVEN.—**Francis J. Armstrong,** office assistant, office of president, appointed manager, pass bureau, New Haven, Conn., succeeding **Frank A. Brainerd,** who has been named a consultant.

Charles F. Clark, assistant general passenger agent, Grand Central Terminal, New York, appointed general passenger agent there, succeeding **A. E. Spette,** who retired May 1.

NEW YORK CENTRAL.—**Francis J. Gasparini** named general real estate manager, New York. **Delos P. Bassinger** appointed manager of property taxes. **Joseph M. Ian** becomes manager of special projects. **Mac G. Collins** named manager of concessions. **James A. Hillary** appointed legal assistant. All had been assistant directors, real estate.

NORFOLK & WESTERN.—**J. J. O'Connor,** auditor of station accounts, named auditor of revenues, succeeding **R. P. Ellett,** retired. **H. L. Lewis,** assistant to auditor of revenues, promoted to succeed Mr. O'Connor.

READING.—**Kingsley W. Ebert,** assistant resident engineer, Philadelphia, appointed resident engineer there, succeeding **W. H. Eckenbrine,** who retired May 31. **Robert W. Wyatt** named assistant resident engineer.

D. D. Weikert, assistant secretary and assistant treasurer, Philadelphia, retires June 30. **J. H. Smedley,** assistant treasurer, elected assistant secretary and assistant treasurer. **A. M. Arnold,** assistant to secretary and treasurer, named assistant secretary and assistant transfer agent. **S. P. Dalrymple** succeeds Mr. Arnold. **J. F. Slotter** named transfer agent.

RICHMOND, FREDERICKSBURG & POTOMAC.—**C. E. Mervine, Jr.,** elected assistant to president and will continue as director of personnel and as an assistant secretary and assistant treasurer, Richmond, Va. **J. J. Newbauer, Jr.,** elected assistant secretary and assistant treasurer and will continue as staff assistant—office of vice president and general manager.

George L. Barnes
ACL

C. E. Mervine, Jr.
RF&P

OBITUARY

Horton H. Hough, 63, manager, claims department, **Canadian Pacific,** died June 2 in Montreal General Hospital.

William H. Penfield, 85, retired chief engineer, **Milwaukee,** died June 1 in Savanna City Hospital, Savanna, Ill.

George A. Walker, 79, who retired in 1955 as chairman of the **Canadian Pacific,** died June 7.

Supply Trade

Elmer W. Gebhardt has been appointed sales representative, **Chicago Railway Equipment Co.** He was formerly a special representative of the Mechanical Division, AAR.

Irving Koss has been named manager of the Microwave Department and Industrial Control Products Department, **Communications and Industrial Electronics Division, Motorola, Inc.,** to succeed **Roy H. Olson,** named general manager of the company's Chicago Military Electronics Center. Mr. Koss was formerly director of marketing.

Railway Maintenance Corp. has appointed **James M. Motley & Co., Inc.** as representative in Mexico and surrounding countries. The organization maintains offices in New York and Mexico City.

Ajax-Consolidated Co., Chicago, and **Southern Electric Inc.,** Hammond, announce a merger of the two companies effective May 31.

Harold W. Speidel, district manager of Philadelphia area sales for **SKF Industries, Inc.,** has been appointed manager of sales product planning. **Holton E. Fox,** field engineer, Pittsburgh district, succeeds Mr. Speidel.

William A. Edwards has been appointed eastern railroad sales manager of the **Kerite Company,** New York. **C. A. Lundy** has been named eastern power sales manager. The title of **Lee W. Eighmy** has been changed to technical assistant to president and that of **J. H. Cowan** is now Philadelphia district manager.

Joseph T. McNally has been appointed district sales manager in Cleveland, and **Robert C. Collins,** senior sales representative in New York, of Shippers' Car Line division, **ACF Industries, Inc.**

William A. Kingsley appointed assistant manager, Chicago district sales office, **Inland Steel Co.**

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PER DIEM FIGHT

(Continued from page 21)

ownership," Mr. Martin urged.

He had figures showing that the roads he represents had better records as to building car fleets and reducing bad-order backlogs than the roads represented by Mr. Symes. The figures showed that ownership on the "Symes roads" dropped 32,647 cars between June 1, 1957, and May 1, 1959, while ownership on the "Martin roads" increased by 3,046 cars. The bad-order percentages as of May 1, 1959, were 11.22 and 4.7, respectively.

'Sliding-Scale' Backed

As to sliding-scale per diem, which is favored by President McGinnis of the B&M, Mr. Martin said he personally would like to have it considered. Objections he has heard were based mainly on accounting difficulties. He thinks they might not arise with modern accounting machines.

In response to questions, Mr. Martin made it clear that the roads he represents want S.1789 passed despite the AAR's action in appointing its committee. There is no reason why both approaches to the problem should not proceed simultaneously, he said.

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You Ought To Know...

Suspension of operations for the Chicago, Aurora & Elgin came at 6 p.m. last Wednesday. Reason: lack of corporate funds. CA&E dropped its suburban passenger service in July 1957 but continued freight operations. Service was down to one train a day when the end came. An emergency order from the ICC was expected to give four connecting lines the right to serve many of CA&E's on-line shippers.

National Malleable's 13,000,000th coupler—a gold-plated, type E model—was unveiled at last week's AAR Purchases and Stores Division meeting. First National couplers were delivered in 1894.

An 8-minute movie in color and sound tells the story of New York Central's Flexi - Van operation. Called "Freight by Flexi-Van," the film is being shown continuously during each day in New York's Grand Central Terminal through an automatic repeater projector simulating closed-circuit TV.

New commuter equipment for suburban lines in New York State came a step closer with approval last week by the House Judiciary Committee of a bi-state compact to set up a New York-New Jersey transportation agency. This agency will authorize use of New York state funds to buy and lease commuter equipment to NYC, LIRR, and New Haven through the Port of New York Authority (RA, March 23, p. 9). Talks between the railroads and the Port Authority have already begun.

Last runs of C&NW's overnight passenger trains between Chicago and the Twin Cities were scheduled for June 14. The two trains, 405 and 406, were million-dollar losers in each of the past three years.

Five suits seeking to bar the Frisco from exercising control over the Central of Georgia have been dismissed by a U.S. District Court judge in St. Louis. The decision will probably be appealed to the U.S. Circuit Court of Appeals. Meanwhile, Frisco is awaiting ICC ruling on a petition for reconsideration which the carrier filed after the Commission denied its application for authority to maintain control of the CG (RA, Nov. 24, 1958, p. 74; Jan. 19, p. 10).

Empty movements of trailers used in piggyback services can be reduced under a recent ICC ruling. It approves Katy and Kansas City Southern tariffs providing for substitution of not more than two trailers moving on flat cars in lieu of box-car service for shipments weighing not more than 70,000 lb. The tariffs permit utilization of trailers which would otherwise move empty to points where they will be loaded with piggyback traffic. Rates for the substituted service are the same as though the shipments moved in box cars. Similar Burlington tariffs which have permitted substitution of as many as five trailers in lieu of box-car service were disapproved by the Commission.

A better locomotive inspection rule than the railroads now have, but not all they wanted, is the outcome of the ICC's investigation of the matter. In issue was Rule 203, which applies to locomotives other than steam. As now interpreted, it requires inspection whenever crews are changed. The railroads sought to make it call for weekly inspections of yard engines and inspections of road engines "at least once during each calendar day." Because the latter would permit inspections at any time during a day, the interval between successive inspections could exceed 24 hours. Modifications ordered by the Commission will require daily inspections of yard engines and inspections of road engines "at least once every 24 hours," except that engines on through runs exceeding 24 hours may be inspected "at the next crew-change point immediately beyond the point at which the 24-hour period expires."

An ICC examiner has upheld the joint rates agreed upon by Chicago & Eastern Illinois and Gartland Steamship Company on shipment of Illinois-Indiana coal to Great Lakes ports. Exceptions to the report may be filed on or before July 2. The C&EI-Gartland agreement went into effect in the spring of 1958 (RA, May 26, 1958, p. 7).

Detroit-Toledo passenger service, once available from a half-dozen rail carriers, will be diminished by one-third effective July 26. On that date, PRR passenger service between the two cities is scheduled to end. This leaves the NYC and C&O providing local service, with the B&O providing through service from Detroit to points beyond Toledo.

Fares are lower for intrastate commuters on the Jersey Central's shore route, if they buy their tickets from the PRR. The two roads operate dual service over the New York & Long Branch. Tickets from either line on this route are valid on trains of both companies. But JCL has been granted a 20% fare increase on intrastate tickets, while PRR fares remain the same. JCL says that it has reluctantly "instructed our ticket agents that, when a commuter buys a monthly ticket, to let him know he can buy it more cheaply if he goes to a PRR agent. Sure it's going to hurt us but we believe that honesty is the best policy."

Federal, local and railroad police were continuing an investigation last week into what press reports originally described as an attempt to dynamite the Rock Island's "Rocky Mountain Rocket." Study of the circumstances later, however, tended to discount the sabotage theory. The dynamite, packed in a suitcase and unfused, was first spotted lying between the rails of the road's eastbound main east of Des Moines, Iowa. A trainmaster, called to the scene, inspected and then left to report. Before investigators returned to the spot, the dynamite had been moved 14 ft from the railroad and fused. It still didn't explode.

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Advertisers' Index

American Hair & Felt Co. ..... Inside Front Cover
Automatic Electric Sales Corp. 22, 23
Bird & Son, Inc. 14
Caterpillar Tractor Co. 11
Chevrolet Motor Division of General Motors Corp. 29
Classified Ads 41
Conveyor Company, The 31
Exide Industrial Division, Electric Storage Battery Company 27
Fairbanks-Morse Company 31
Foster Company, L. B. 39
General Electric Company 19
Hunt Company, Robert W. 41
Iron & Steel Products, Inc. 41
Maintenance Equipment Company 6
Osmose Wood Preserving Co. 39
Park Shelton Hotel 39
Peerless Equipment Company 17
Premier Manufacturing Corporation ..... Back Cover
Railway Maintenance Corp. 34
Rust-Oleum Corp. 3
Scintilla Division, Bendix Aviation Corp. 13
Sinclair Refining Company 36, 37
Standard Railway Equipment 24
Striegel Supply & Equipment Corp. 41
Symington-Gould Company ..... Inside Back Cover
Teletype Corp. 28
Union Switch & Signal Division of Westinghouse Air Brake Company 4
Whiting Corp. 8

Don't Miss These Two 'Musts'

There are two items on the "railroad agenda"—changes needed to get the political sand out of the industry's journal boxes—that haven't been getting the attention and support they deserve. One of them is the removal of the obstacles which prevent railroads from offering non-rail types of transportation. The other is the establishment of a Federal Department of Transportation, under a secretary of Cabinet rank.

The public cannot expect the railroads to produce the excellence and economy of service of which they are inherently capable—unless there is affirmative action on both these items.

Suppose you need some carpenter work done at your home. You hire a carpenter and he brings his tools—a saw, a hammer, a plane—and he shifts from one tool to another, depending on which does a particular part of the job best. You certainly couldn't expect the same efficiency if you had to hire three carpenters—one restricted to hammering, another to sawing and another to planing. But that's the way the efficiency of transportation is curtailed—as long as no one company is permitted to operate freely by rail, by highway, by water and by air.

On the question of a Federal Department of Transportation—this subject has been thoroughly analyzed in a 46-page article in the Journal of Public Law (Emory University Law School, Atlanta). The author is David I. Mackie, chairman, Eastern Railroad Presidents Conference. A limited number of reprints of this definitive article are available.

It is just not possible to remove the railroads' competitive handicaps—as long as government continues to promote (by huge donations of public funds and political favors) all forms of transportation except that by rail. There are those who believe that government aid to other forms of transportation would cease to be a burden to the railroads if compensatory "user charges" were levied for the use of government transportation property. Such charges should be levied—no doubt about that. But even that development might not completely solve the problem.

As a practical matter, it cannot be expected that government policy toward the several transportation agencies is going to be brought into balance, unless some high government officer is given equal responsibility to prescribe for the health of *each* and *all* of them. And transportation will not get the top governmental attention it constantly needs, unless and until the responsible department has Cabinet rank.

Some Unfinished Business

The Transportation Center at Northwestern University is circulating a study entitled "The Effect of the Per Diem Rate on the Efficiency and Size of the American Railroad Freight Car Fleet." The author, Yehuda Grunfeld, does his analyzing largely by mathematical methods. The conclusions he reaches are not greatly different from those others have arrived at by processes of verbal reasoning.

A flat rate of per diem, says Northwestern's analysis, "reduces the efficiency of resource allocation in the railroad industry."

In other words, present per diem practices do not give the railroads the most for their money, in the expenditures they make for freight cars. (It is hardly necessary to observe, even parenthetically, that the railroads are not in an especially favorable position to persist in practices if they can be shown to be less economical than necessary.)

A sliding-scale of per diem rates—to reflect the actual cost of ownership of the particular series of cars to which each rate is applied—"would greatly enhance the competitive position of the railroad industry." So says Mr. Grunfeld.

If there is any flaw in the figure work by which this analyst reaches his conclusions—then there are plenty of people in railroad service with the mathematical skill (which we don't claim for ourselves) to detect the error.

The railroads cannot get out of the political box they are in, solely by their own efforts. There must be relaxation of regulation, fairer taxation, and an equality with other forms of transportation as far as government's promotional efforts are concerned. But opportunities for improved economy and performance are no government monopoly—there are areas in which a great deal of room for progress is still a matter of managerial discretion. The question of freight car supply is—at least in part—one of these areas; and per diem rates are an integral part of the problem.

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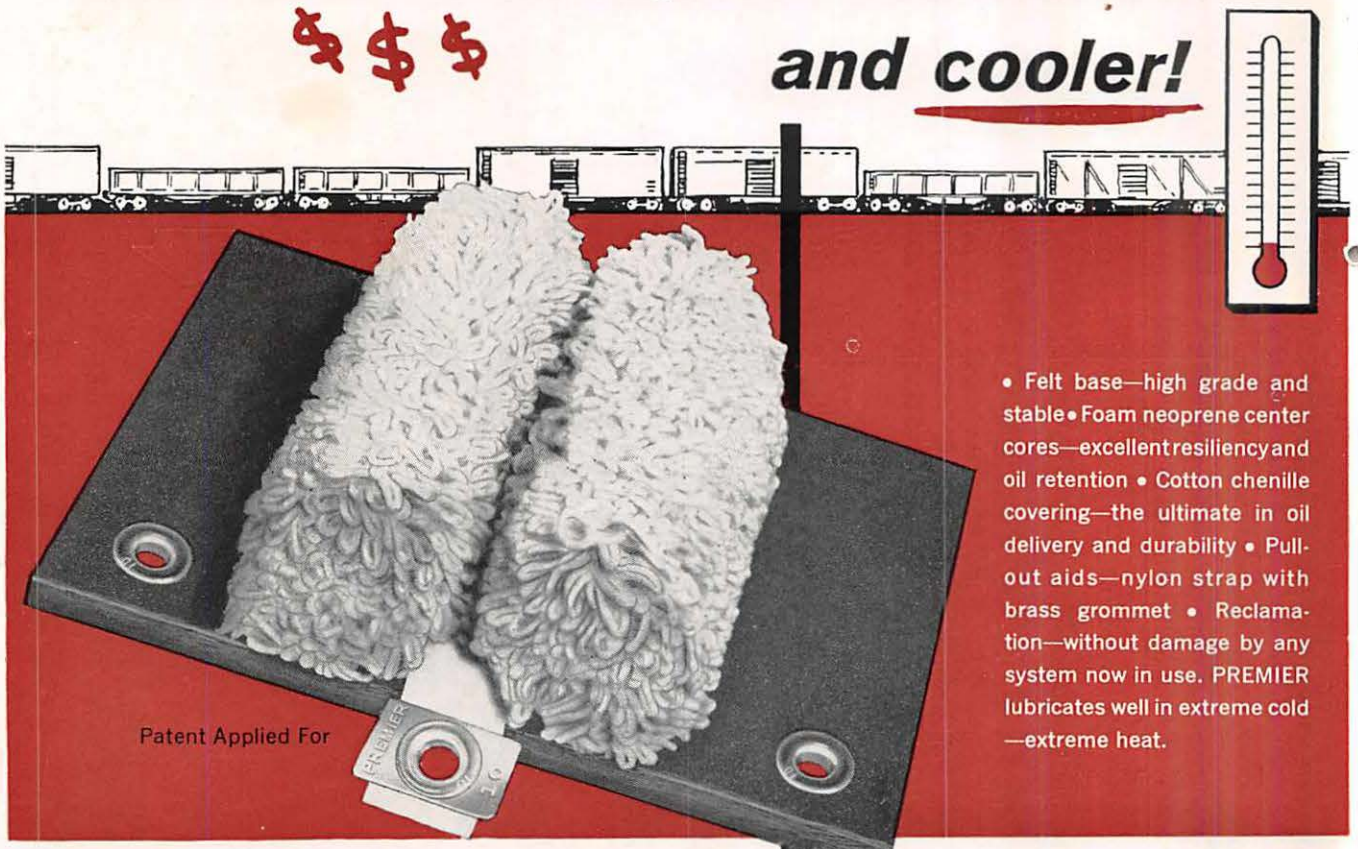

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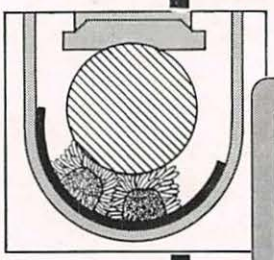

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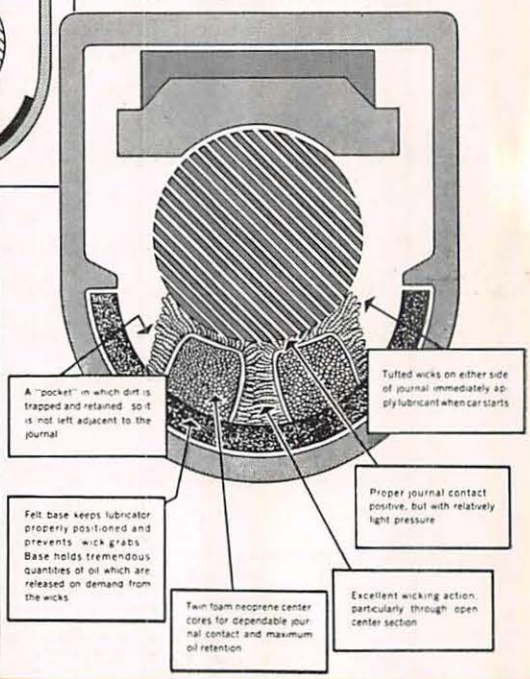
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